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newsweekly for pharmacy

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CHEMIST & DRUGGIST

11th year of publication Vol. 193 No. 4699

The newsweekly for pharmacy

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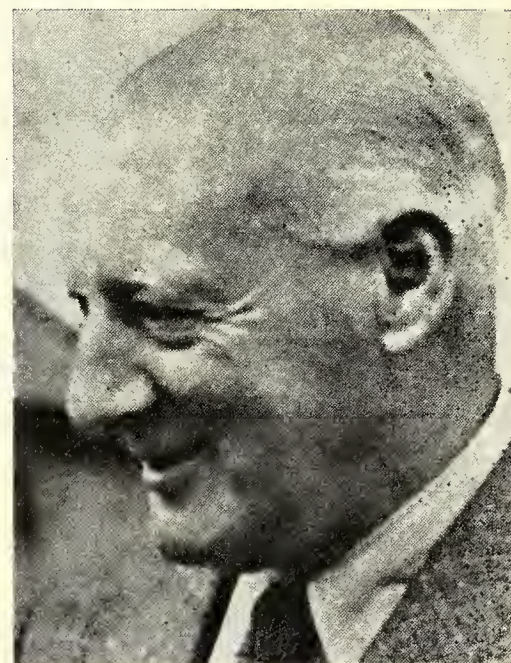
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Sir Benjamin Ormerod, chairman of the Society's Statutory Committee, who has presided over his last inquiry (see page 346)

SAY
6 'ah' 9

Say 'ah' for good business — because 'Tyrozets' are in season all the year round. Unfortunate, of course, for your 'throaty' customers, but they'll thank you because 'Tyrozets' can relieve the common sore throat and do the job well. (Tyrothricin for the bacteria and benzocaine for the soreness.) This is why 'Tyrozets' have become a public institution.

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New Misuse of Drugs Bill aims to tighten controls

The Home Secretary introduced in the Commons on March 11 the Misuse of Drugs Bill, which replaces the Dangerous Drugs Acts of 1965 and 1967 and the Drugs (Prevention of Misuse) Act, 1964. It provides for new and more extensive controls over drugs liable to misuse.

One of the provisions is for the setting up of an advisory council to review the situation in respect of drugs which are being or seem likely to be misused and whose misuse would appear to be capable of giving rise to harmful effect sufficient to constitute a social problem.

If the Secretary of State believes that production, supply or possession of a controlled drug should be made wholly unlawful or restricted to research or other special purpose, he may make such an order after taking the advice of his experts.

Drugs will be divided into three classes according to their relative harmfulness. Included in class A are drugs such as opiates, cocaine and LSD; in class B amphetamine, cannabis, codeine, pholcodine; in class C, chlorphentermine, fencamfamin, pemoline.

Varying penalties are provided for in respect of offences involving the different classes of drugs.

The Secretary of State will take powers under the Bill to make directions on the safe custody of controlled drugs.

The Secretary of State is also taking powers to obtain information on quantities of drugs supplied when he has reason to believe that there is extensive misuse of any controlled drug in a particular area. He may require such information from pharmacists.

He hopes that the Bill will be law by July, and it is intended that regulations will be made as soon as possible thereafter.

[The Bill became available just as the *C&D* was going to press. A fuller account of its provisions will be given next week—EDITOR.]

Independents in lead again

Independent pharmacies are again leaders among chemist retailers, according to the Board of Trade's retail sales index for January. They made a 3 per cent gain on their 1969 figures compared with 2 per cent for

multiples. Co-operative trailed with a fall of 7 per cent.

The indices for the month (average monthly sales in 1966 = 100) are as follows:—

All chemists	103 (+2 per cent)
Independents	105 (+3 per cent)
Multiples	103 (+2 per cent)
Co-operative	86 (−7 per cent)

The figures do not allow for receipts under the National Health Service.

The index for all kinds of business was 109, 4 per cent up on 1969.

March increase for hospital pharmacists

New salary scales for hospital pharmacists were agreed when the Pharmaceutical Whitley Council Committee C met on March 11.

New rates will operate from March 1, but cannot be paid until hospital authorities have been notified.

The new rates are as follow: Pre-registration students, £1,000 pa; pharmacist, £1,325-£1,665; senior pharmacist, £1,446-£1,801; chief pharmacist, category I, and deputy chief pharmacist category IV, £1,509-£1,930; chief pharmacist II and deputy chief V, £1,646-£2,084; chief pharmacist III, IV, V, receive, respectively, £1,786-£2,372; £1,865-£2,575; £2,052-£2,862.

Allowances for group chief pharmacists are increased to £81, £162, £245 and £325. Those for special duties at teaching hospitals go up to £250, £369 and £494. For deputy chiefs, rates will be £75, £112 and £150.

Allowances for part-time pharmacists will be £3 8s per week and those for pharmacists in sole charge £4 1s 6d per week.

Locums will in future be paid at the rate of £31 5s per week for a pharmacist and £33 13s 6d for a category I chief, £36 15s for a category II chief and £40 8s 6d for a category III.



This blue and white delftware bleeding bowl, with pierced lobe handle, decorated with birds and leaves bearing the date 1727 and inscribed "Mary Miller" was sold for £787 10s at Christies recently. Whether this particular item was ever used as a bleeding bowl cannot be determined—the old name for them was "Bleeding porringers"

Hospital pay cannot wait for Noel Hall

To suggest that the recommendations of the Noel Hall inquiry into hospital pharmacy can be implemented in seven months seems entirely unrealistic, Mr George Raine, president of the Guild of Public Pharmacists, said last week.

He was referring to the Whitley Council's salary offer (*C&D* March 7 p 305) which would give a 10 per cent increase now and a further 5 per cent on November 1 if the new career structure has not been effected by then.

Mr Raine, who was speaking at Chelmsford (see p 358), said implementation of the recommendations would take years rather than months. "Meanwhile the service deteriorates and the young men who will be needed to accept the more responsible posts and organise the area pharmaceutical service are leaving for more lucrative posts."

In rejecting the "derisory" offer, the staff side had asked for 25 per cent now which would "keep at least some of the senior pharmacists and deputy chiefs if they are assured of a worthwhile career

structure when Noel Hall is implemented."

Mr Raine also referred to a difference of opinion among hospital pharmacists on whether basic pharmacists' salaries should be commensurate with those offered outside — £1,800 for newly qualified pharmacists. "Frankly, I don't think this is on."

"If we pay newly-qualifieds as much as that what shall we pay the top chiefs, £5,400? Perhaps we ought to, but I doubt whether we shall."

Instead, Mr Raine sided with those wanting a career offered, starting at about £1,200 in line with other graduates but providing for a ladder of promotion assuring twice that sum at the age of 30 and three times at 40. "Only in this way shall we get pharmacists who intend to stay in the service."

Fly in the medicine

A fly was found inside a bottle of cough mixture bought by a customer in the chemist's shop of the Barnsley British Co-operative Society, it was stated at Barnsley Borough Magistrates' Court on March 3.

The Society, admitted selling a drug not of the substance demanded and were fined £25 and ordered to pay £6 6s costs.

Decision in 'business association' case

A company of chemists alleged to have had a business association with a group of doctors is to be allowed to continue in business in the same premises — but not under their original company title.

Giving the decision of the Pharmaceutical Society's Statutory Committee on March 10, the chairman, Sir Benjamin Ormerod, referred to the circumstances of the case outlined at the three-day hearing in December (*C&D*, January 3, p 8).

The subject of the inquiry was a complaint preferred against Collegiate Chemists Ltd, 3 Paton Street, Manchester, and Mr J. D. Lerner, the superintendent chemist of the company. It was said that the company was carrying on the business of a pharmacy either knowing that there was a business association between the company and doctors who conducted a medical practice from premises known as the Collegiate Medical Centre, or that they concurred in the carrying on of the business of the company at a dispensary, in such manner as to lead patients and members of the public reasonably to believe that the company had a business association with the doctors.

During the hearing, it was agreed that the complaint against Mr Lerner should not be proceeded with, the names of Mrs Frances Scorah and Mrs Diane Carole Engler, directors of the company, being substituted.

Tenancy agreement

Sir Benjamin said it was beyond doubt that there was an agreement of tenancy between the doctors, or their wives, and the pharmacy, but that in itself, would not be sufficient to establish the existence of a professional business association.

There was also evidence that the rent was very high and the argument in favour of a business association appeared to be that the doctors would encourage their patients to use the pharmacy to ensure that the company was able to pay the rent. There was no evidence tendered to the Committee of the doctors having advised that their patients should use the pharmacy although it was possible that on some occasions such advice may have been given. The Committee was not

satisfied that there was an association.

On the question of ostensibly carrying on business, it was contended that the similarity of the names and the proximity of the two sets of premises might lead the public to believe that there was a business arrangement between them. This was borne out to some extent by the number of prescriptions given by the doctors to their patients which were dispensed by the pharmacy.

Reason for name

"The Committee did not accept that Mr Scorah was moved to call the company 'Collegiate Chemists' for no other reason than that the premises had always been known as the Collegiate School, but in any event are of the view that the use of the name 'Collegiate' in both practices was so obvious that it should have occurred to him that an association might be suspected." The Committee held that the circumstances were enough to lead the public to believe that the medical practice and the pharmacy were associated in a business way.

"The Committee are satisfied that this was misconduct but bearing in mind the fact that the word 'Collegiate' has now been removed from the name of the pharmacy, it seems less likely that the public will assume in the future there is an association with the doctors. In those circumstances, the Committee are of the opinion that the pharmacy should be allowed to continue under the new name." The inquiry has been adjourned for one year to ensure that in the future the pharmacy is properly conducted.

The Committee was also of the opinion that the appointment of Mr Lerner as a director of the company without voting rights was "little more than a formality."

"It must be emphasised that the superintendent pharmacist is in charge of the pharmacy and responsible for it being carried on properly. Mr Lerner and anyone who may succeed him should be appointed as a



Mrs E. Hughes (chairman Galen Club, Croydon) with Mrs A. Bishop (right) who won the 'star' tombola prize on the occasion of the club's third anniversary dinner and dance. With them is Mr A. Shepherd

director with full powers of a director and the corresponding responsibilities. This should be done at once and whether it has been done, and if so when, will be a matter for the Committee to consider when the period of adjournment expires."

In conclusion, Sir Benjamin indicated that the Committee was divided about the sanction to be applied in respect of the "misconduct." "Some members of the Committee felt strongly that a more severe course should be adopted," he emphasised.

Sir Benjamin's final inquiry

Delivering the Statutory Committee's decision in the "business association" case (see above), Sir Benjamin Ormerod ended his five years as chairman of the Committee.

Glowing tributes were paid to Sir Benjamin's work for the Committee on behalf of the advocates who have appeared before it and the secretariat. Mr C. W. Maplethorpe, as senior member, added the committee's own gratitude.

In reply Sir Benjamin said he was grateful if his work had been of value to the Society, but he pointed out that the Committee's function was to protect the public from unscrupulous members of the profession — "if there are such people."

Sir Benjamin is to be succeeded by Sir Gordon Willmer, a retired Lord Justice of Appeal.

Doctor dispensing in dispute

The Department of Health is upholding the right of three dispensing doctors to provide dispensing services from a rural health centre, although the centre, at Bidford-on-Avon, will be sited near to an established chemist contractor.

Objections on behalf of the contractor led to a meeting recently between the secretary of the Central NHS (Chemist Contractors) Committee, Mr J. Wright, the secretary of the Pharmaceutical Society, Mr D. F. Lewis, and Sir Alan Marre, Permanent Under Secretary, Department of Health (see p 352, also *C&D*, March 7, p 306).

Bidford, which has a population of 2,260, supports a practice of three dispensing doctors and one pharmacy. The pharmacy dispenses about 600 items a month and receives a rural subsidy.

The doctors' practice dispenses for about 5,000 patients approximately 25,000 prescriptions per annum.

It has been argued by the local Pharmaceutical Committee that Regulation 27 of the NHS (General Medical and Pharmaceutical Services) Regulations 1966, which permits doctor dispensing, was agreed having regard to areas where doctors needed to supplement their income and to cater for patients who would otherwise have to travel a long way.

At Bidford the pharmacist is prepared to go into the health centre on satisfactory terms.

Weighing the impact of Reddaway on pharmacy

Careful study of the Reddaway report on Selective Employment Tax is required before its implications for retail pharmacy can be predicted. That is the view of Mr J. Wright, secretary, National Pharmaceutical Union, who points out that SET has been increased twice since the investigation was carried out.

Professor Reddaway was also unable to separate the effects of SET and the ending of resale price maintenance, says Mr Wright.

The report itself states that the tax appears to have had a beneficial effect on productivity in retailing and traditional wholesaling, but adds that there is scant evidence that it has been successful in the basic objective ascribed to it at the time of its introduction—that of moving labour out of service trades into production.

In retailing, says the report, productivity in 1968 was 5.1 per cent higher than might have been expected on pre-SET experience. In traditional wholesaling, the improvement was 5.8 per cent.

Without this gain in productivity, it is agreed, the distributive trades would have required more labour than they in fact had. Of 96 companies that were asked if the introduction of SET had led to a tighter assessment of their labour requirements, 50 answered "Yes" and 45 "No."

The impact of SET and the ending of resale price maintenance appeared to accelerate action by the distributive trades which would have been worthwhile anyway—the introduction of more self-selection and self-selection for example.

But the report stresses: "We have been left in no doubt that the unpopularity of the tax is in a large measure accounted for by the widespread impression that SET was 'put across' in 1966 primarily as a device for moving people out of service trades into manufacturing, with its revenue-raising effect kept well out of the limelight."

There was also the accompanying view that the influence of the tax on the distribution of labour had been very small, so that the revenue-raising was left dominant.

[Effects of the Selective Employment Tax, first report, the distributive trades, HM Stationery Office, 30s.]

3-month-supply prescriptions defended

Three months' supply of a drug on one prescription is not "unreasonable" for a patient requiring long-term maintenance therapy with, for example, an oral hypoglycaemic.

That is the view of the Department of Health given in response to representations by the Central NHS Committee about excessive prescribing on form EC10 by some doctors.

In its reply, the department refers to the necessity of maintaining a balance between the needs of the patients and the demands of a doctor's time when considering the appropriate quantity to be prescribed.

For use in future discussions with the Department the Central Committee is therefore seeking evidence of waste of medicines resulting from this type of prescribing. Members of pharmaceutical committees are being asked to record, during the next two months, evidence of such waste.

Society's appeal dismissed

Mr Harry Weeks, Riverside Road, Stratford, London E, was awarded £10 costs in the High Court on March 5 when three judges upheld the dismissal by a stipendiary magistrate of a summons alleging that he had used the title of "chemist" in connection with retail sales at premises in Weymouth Terrace, London E2 (C&D August 30 1969 p 180).

Lord Parker (Lord Chief Justice), presiding in the Queen's Bench Divisional Court, said that no one, in their wildest imagination, on seeing a sign in Mr Week's shop saying, "Wyn's Chemist Sundries" would have thought he was asserting that he was a chemist.

Mr Weeks, who appeared in person, was awarded the costs

after Lord Parker, Mr Justice Ashworth and Mr Justice Donaldson had dismissed an appeal by Mr George William Norris, an inspector for the Pharmaceutical Society of Great Britain, from a decision at Old Street magistrates court on August 22.

The magistrates there had upheld a contention by Mr Weeks that the word "chemist" was no more than a description of goods displayed round the notice, and had dismissed the summons alleging Mr Weeks had contravened the Pharmacy Act, 1954, by, "not being a registered pharmacist, took and used the title of chemist in connection with the sale of goods by retail."

Lord Parker, giving judgment, said when Mr Norris visited Mr Weeks' premises on May 12 he saw displayed inside the shop a notice which stated, "Wyn's Chemist Sundries." The words were in orange; while the word "Chemist" was in bold block capitals, the other two words were in script. The magistrate had accepted Mr Weeks' contention that the word "chemist" was no more than a description of the articles displayed round the notice which were on a type sold by many pharmacists and other people. Over the front of Mr Weeks' shop there appeared only his name.

The appellant had contended that although the word "chemist" could be descriptive of the goods there was an offence because it was an offence to use the word in any connection. "For my part I am unable to accept that," said Lord Parker. It was an offence only when a man took the title of chemist and used it for himself. The magistrate had come to

the correct decision originally.

Mr Justice Ashworth and Mr Justice Donaldson agreed that the appeal be dismissed.

Earlier, Mr John Davies QC, for Mr Norris, said his instructions were that no one had any idea who "Wyn" was. He contended that the word "chemist" had clearly been used as a title in connection with a retail sale of goods. Haircream was among the goods displayed. Mr Davies said the sign was so placed that it could be seen by people passing.

The Court did not call upon Mr Weeks to make any submissions.

Labelling inquiry by Home Office

The Home Secretary is instituting inquiries about the labelling of decanted inflammable liquids, it was announced by Mr Elystan Morgan, Under Secretary to the Home Department in the House of Commons this week.

Mr K. Lomas had asked the Secretary of State for the Department if he would take steps to compel chemists and pharmacists to show on all bottles whether the liquid was inflammable or poisonous when the liquid is put into bottles other than those supplied by the manufacturers.

Mr Morgan replied: "The provisions of the Pharmacy and Poisons Act 1933 and the Poisons Rules require the container of any poison which is sold retail, otherwise than on prescription, to be labelled with the word 'Poison' or other prescribed indication of character. The Home Secretary is instituting inquiries about the labelling of decanted inflammable liquids."



Reversing an export pattern: Mr Charles Bedeman and Mr Arthur Long, chairman and marketing director, respectively, of Charles Bedeman Research Organisation are seen here about to leave Heathrow airport on a mission to America where his company has built up substantial business in hair cosmetics

NEWS IN BRIEF

□ The election of the Scottish Department Executive of the Pharmaceutical Society will be held on June 10. Voting papers will be issued to members on May 21.

□ The chemical name of octacosactrin (C&D February 21, p 228) should have read α_{1-28} corticotrophin, and not as published.

□ Mrs Barbara Castle, Secretary of State for Employment and Productivity, will open the new headquarters of the Distributive Industry Training Board in Manchester on May 15.

□ Exports of medicinal and pharmaceutical products from the United Kingdom in January totalled £10.67m including £872,000 of antibiotics. Imports were valued at £3,399,000 including £1,023,000 antibiotics.

□ The Ministry of Agriculture has issued the 1970 edition of its List of Approved Products and their uses for Farmers and Growers. It deals with insecticides, fungicides and herbicides included in the Agricultural Chemicals Approvals Scheme.

□ The Retail Alliance is presenting lectures on decimalisation at the Grand Central Hotel, Belfast, at 7.30 pm, on April 15, and City Hotel, Londonderry, at 8 pm, on April 16. Speaker will be Mr E. J. Downing, assistant secretary, National Pharmaceutical Union.

□ The annual conference for retail display managers run by the Council of Industrial Design, to be held in London this year at Clifton Ford Hotel and the Design Centre, May 4-8, will include visits to a variety of new shops and a number of display departments.

□ The following have been appointed members of council of the Salaried Pharmacists Union for the year 1970: Messrs R. F. Abbot, East Barnet; S. Durham, Sheffield; S. A. Ashley, Bristol; R. Hutchinson, Harrow; A. G. Madge, Plymouth; A. G. Reed, Leeds; G. H. Sheard, Dartford; R. Sykes, Ilford; C. E. Turner, Stoke-on-Trent; with Dr D. J. Gibson as Secretary.

□ A new booklet based on the Government's proposals for a new earnings-related pension scheme as outlined in three White Papers has been published. In addition to explaining the principles of the scheme in everyday language it brings facts and figures up to date to the end of November, 1969. *The New Pensions Scheme: Latest facts and figures*, is available from HM Stationery Office, price 2s.

□ The Glass Manufacturers Federation has re-published its document "Dimensional and Capacity Tolerances" under the new title "Glass Container Tolerances". Information on body dimensions and capacities is now given in metric units and tolerances are given for two additional characteristics, ovality and verticality. Copies can be obtained from glass container suppliers or from the librarian, Glass Manufacturers Federation, 19 Portland Place, London W1N 4BH.

The Xrayser column

Hospital pharmacy

The Noel Hall report on hospital pharmacy follows the lines expected. Any objective examination of the pharmaceutical service, previously undertaken by the Linstead, and more recently, the Grosset committees, could only have reached the same conclusions as they did—that there were inadequacies; and that urgent steps must be taken to close the gaps by rationalisation and by making a career in the service sufficiently promising to attract and retain the pharmacist whose bent lies in that direction.

There has, of course, due to the poor conditions obtaining, been a run-down of strength, and the pharmaceutical service is undermanned. Where the continuity of the service relies quite heavily on temporary or part-time staffing, the application of the principles enunciated by Noel Hall becomes extremely difficult.

The question that authority must face is the recognition of priorities. If the decision is one of a promise of jam tomorrow, and to await events, the strength will be still further impaired. Efforts should be made now to recruit staff with the attraction of suitable reward, and to make that reward such as to enable a choice to be exercised in the filling of a post. By that means the future of the pharmaceutical service could be assured, and a pool of suitably equipped people would be on hand to implement the proposals contained in the report.

A great deal would be lost by waiting, but the report wisely hopes that any interim measure which may have to be taken as a matter of urgency will be consistent with the future requirements of the service as outlined by the committee.

There are plenty of pharmacists, only recently qualified, fully capable of ensuring the implementation of the proposals of Noel Hall. But the proverbial advice, attributed to Mrs Beaton, of first catching your hare is applicable in this case. To procrastinate further could be disastrous.

Two centuries ago

The historical article on pp 324-5, dealing with the establishment of the Royal Infirmary of Edinburgh, shows that there has been little change in the attitude of mind towards hospital pharmacy.

The six surgeons who attended the hospital in its early days were presumably surgeon-apothecaries, and they supplied the medicines free of charge to begin with. Thereafter, a small sum was paid annually, and your contributor points out that, quite early in the hospital's existence, the cost of medicines was a burden.

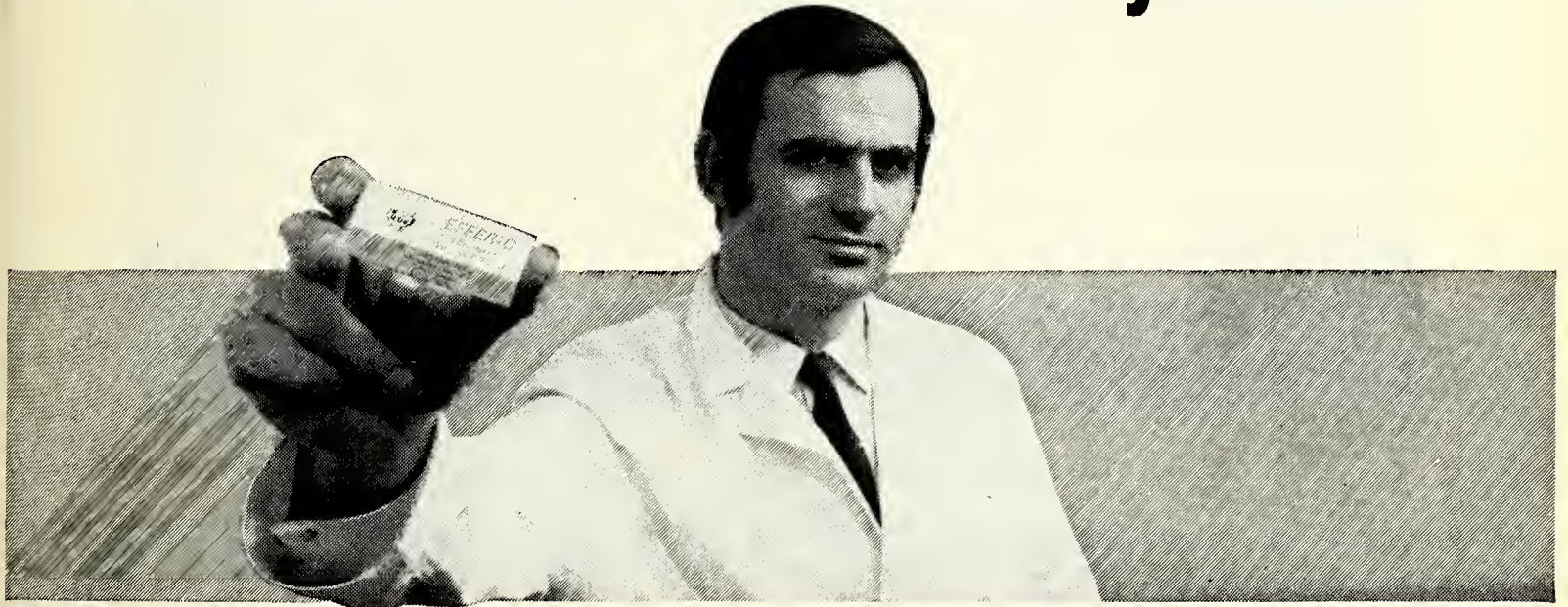
Yet when one looks at an invoice for botanical drugs supplied in 1753, one finds that a total quantity of one hundred and forty-five pounds of drugs cost no more than £1 3s 4d—about twopence per pound, and fifty-four pounds of chamomile at that price must have satisfied the needs of a good many. Yet in the following year, as an economy measure, the supply of medicines to outpatients was stopped.

And, as Mr J. A. Myers states, there was a paupers' pharmacopoeia. As it was felt necessary to prescribe meagrely, it would come as no surprise if the managers of the hospital felt that the salary paid to the apothecary should be in keeping. It seems to me that that attitude of mind has persisted, and a change of outlook is long overdue.

Leiden

The author of the article makes reference to the close connection between the Edinburgh Medical School and Leiden, and a number of those who later became teachers were pupils of the famous Boerhaave. The association is the more readily understood when one remembers that Boerhaave himself was taught in Leiden by Archibald Pitcairne, who later returned to Edinburgh.

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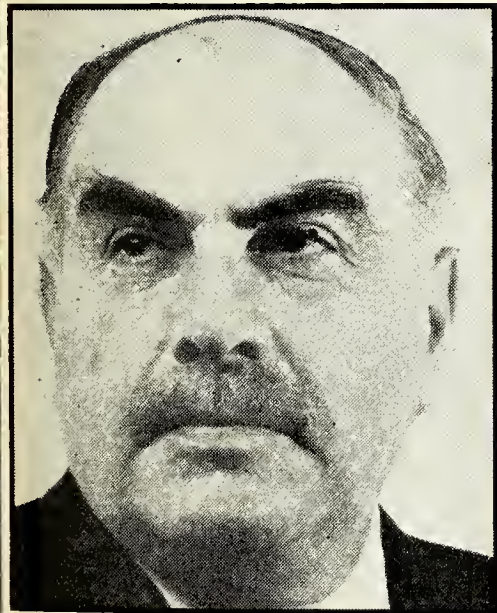
COMPANY NEWS

Smith & Nephew has good year

Preliminary results for the year ended January 3 (53 weeks) of Smith & Nephew Associated Companies Ltd show that the group's sales were valued at £42.47m (against £38.9m in 52 weeks earlier). The operating profit rose to £5.72m (from £5.16m). Profit, before tax, is put at £6.3m (£5.59m) and after tax at £3.62m (£3.27m).

The income from Associated Companies is £577,836 (£429,392) coming from the group's shares in British Tissues Ltd, Jeyes Group Ltd and 50-50 companies in Europe.

A final dividend of 14½ per cent making a total of 21½ per cent is proposed (against 21 per cent in 1968). A one-for-six scrip issue is to be recommended and it is proposed to increase the nominal share capital of the company by £2.5m.



Mr S. N. Steen, chairman of Smith & Nephew Ltd

Polaroid's earnings rose 7 per cent

The Polaroid Corporation in the United States had sales and other income in 1969 amounting to \$465.6m, while net earnings were \$63.1m, or \$1.94 per share. The figures do not include the results of the operations of the company's foreign subsidiaries. Sales of these foreign subsidiaries in 1969 totalled \$70.5m (against \$52.9m in 1968).

In 1968, the company's sales and other income were \$402.1m and net earnings were \$58.9m or \$1.86 per share then outstanding. The sales of the company's foreign subsidiaries in 1968 amounted to \$52.93m.

Albright & Wilson: no final dividend

The directors of Albright & Wilson Ltd have decided not to declare any further ordinary dividend in respect of 1969 beyond the 7 per cent interim paid last April.

Sales in 1969 totalled £120.54m (against £111.9m in 1968). Profit before taxation fell to £1.65m (from £5.24m) and after taxation to £954,000 (£3,227,000).

The unsatisfactory figures are attributed to the temporary closure of the new phosphorus furnaces in Newfoundland. Profits of business sectors unaffected by this event improved in total by an amount of approximately £0.75m before tax. In the second half of the year there has been a loss before tax of £330,000.

Syntex sales up

Net sales of Syntex Corporation for the six months ended January 31, were \$45.1m (compared with \$42.5m for the same period in 1969). Net earnings for the first half were \$7.8m (\$9.1m).

Commenting on the results, Dr G. Rosenkranz (president) says that while sales increased, net income in the second fiscal quarter was lower, due to a combination of factors. These included start-up expenses of several new ventures, the effect on subsidiaries of reduced customer inventories due to tight money conditions, and increased investments in promotion.

In brief

R. Weston (Chemists) Ltd are to open a branch at 13 Brislington Hill, Brislington, Bristol 4, on April 6. Their branch at 167 Winchester Road, Brislington, will close down from April 3.

William Davidson Ltd are moving on March 16 to PO Box 21, Craigshaw Drive, West Tullos Industrial Estate, Aberdeen.

Denver Laboratories Ltd are now at Fulton House, Empire Way, Wembley, Middlesex (Telephone: 01-902 8686).

Mr Maurice Picker, MPS, has transferred his pharmacy to 3 Seemore Arcade, Ossett, Yorks, where he is trading as Seemore Chemists. His former premises at 51 Bradford Road, Wakefield, are now closed.

Appointments

Berk Ltd have appointed Mr J. H. Tucker as director of overseas commercial operations. He will be responsible for the co-ordination and direction of Berk's commercial operations outside the UK.

P. Leiner and Sons Ltd, have appointed the following to the board: Mr E. Osman, deputy managing director; and Mr M. R. Leiner, BSc (Eng), MBA (Harvard), ACGI, director in charge of production.

E. R. Squibb & Sons Ltd have appointed Mr Colin Campbell, BA, FRICS, and Mr David Watkins, MPS, MIM, to the board.

LETTERS

Matter of principle

The situation that has arisen over the proposed health centre at Bidford-on-Avon (p 346) is of great importance because of the principles involved. In the discussion of health centres' pharmaceutical facilities it was generally agreed that the latter would not be included where an adequate pharmaceutical service was in existence.

In a few areas, where there were no pharmacies, dispensing doctors have been accorded facilities in health centres, but Bidford is the first case I know of where dispensary facilities have been provided for doctors in an area which already possesses a contractor-pharmacist.

The following points, which are of the utmost interest to all general-practice pharmacists emerge from the affair.

The failure of the clerk to the Executive Council to notify the Local Pharmaceutical Committee—in breach of local and national agreement.

The implications of an Executive Council being prepared to provide dispensing facilities for doctors in council-owned premises.

The indication of the relative status of doctors and pharmacists in the eyes of the Department of Health, even in the provision of pharmaceutical services.

The fact that, despite health-centre dispensing by unqualified dispensers being dearer than that carried out by a chemist-contractor, the Department is prepared to acquiesce in such a situation.

Such an arrangement, whilst being within the scope of existing regulations *per letter*, is entirely against their spirit.

Bidford is symptomatic of the present disastrous drift of affairs, in so far as general practice pharmacy is concerned.

The shortest way to secure public appreciation of the value of pharmacy would be to withdraw the service for a period, ie "strike," but that is repugnant to professional ethics and is impracticable in the present state of disunity in the profession.

That being so, our best move would be to effect an early re-negotiation of the basic contract in the form of a "pharmacists' charter." This could be achieved by the Central NHS (Chemists Contractors) Committee giving notice of intent to terminate the contract after a stated period.

Our strongest argument would be that we are not seeking more money but a recognisable and recognised place in the scheme of things.

The implication of the Bidford could be used as the "trigger" in as far as it underlines the need for immediate action.

E. D. Hurt,
Leamington, Warwicks.

Poser Solution

The answer to last week's Prescription Poser was Tab Stemetil.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Nominated Council members take their places

The President of the Pharmaceutical Society welcomed two new members of Council appointed by the Privy Council to the March Council meeting. They were Dr Paul Turner and Mr Sam Howard. An apology for absence had been received from the third Privy Council appointed member, Dr Tom Cooke.

Gifts in appreciation of the services given to Council of the three Privy Council members who retired recently, Dr W. Lane-Petter, Dr M. Weatherall, and Dr S. R. F. Whittaker, were presented on March 3 by the President.

The minutes of the meeting of the Finance and General Purposes Committee revealed that it had been noted that the Borough of Camden had approved a scheme for the construction of a car park beneath Bloomsbury Square. A special report had been commissioned from the structural engineer as the scheme might affect the Society's house.

The constitution of the Franco-British Pharmaceutical Commission had been considered by the Organisation Committee. It was recommended that the President of the Society and the President of the *Conseil Nationale de l'Ordre des Pharmaciens* should be joint presidents of Commission and that the *Conseil de l'Ordre* be asked to approve that recommendation. It was also recommended that the British section should comprise one representative each from hospital, industrial, general practice and academic pharmacy, the chairman of the section being elected in turn from those members, and that the term of office of members of the British section should be four years.

The Committee considered the annual report for 1969 on regional organisation and noted that all regions were active on the matter of regional conferences and postgraduate education courses. The first meeting of regional secretaries would be held on March 25, with the secretary and registrar as chairman, and the president and the chairman of the Organisation Committee in attendance.

Health centre dispensing

The secretary and registrar reported on a meeting that he and Mr J. Wright, (secretary of the Central NHS Committee) had had with Sir Alan Marre (Permanent Under Secretary, Department of Health), about a dispute over dispensing doctors in Bidford-on-Avon. The Committee deplored a proposal to provide dispensing facilities for doctors in the health centre at Bidford-on-Avon but accepted that under the terms of the present National Health Service (General Medical and Pharmaceutical Services) Regulations, an Executive Council could provide facilities for health centre doctors to dispense for patients who lived

more than one mile from a pharmacy.

The view was put forward that developments such as that at Bidford were likely to make even more difficult the eventual settlement of the rural areas problem. It was recommended that a letter expressing the Council's concern should be sent to Sir Alan Marre and that the Bidford proposals should be raised during discussions at the working party between the pharmaceutical and medical professions as an illustration of the unsatisfactory nature of the present position.

It was reported that the Department of Health had agreed that a submission should be made to the appropriate Ministers proposing an amendment of the Regulations adding registered pharmacists to the list of persons for whom the Secretary of State is permitted to provide courses of instruction.

Marking of bottles

It was decided that a letter should be sent to the manufacturer concerned, objecting to the principle of using moulded marks on a glass bottle to indicate the level to which a vehicle should be added when dispensing a preparation in granule form. It was pointed out that the tolerances used in the manufacture of a glass bottle are much wider than the equivalent tolerances in the manufacture of a Grade B measure. The moulding of a mark in the bottle would tend to encourage the use of the mark rather than the measurement of the correct quantity of vehicle.

A letter had been sent to the Animal Health Division of the Association of the British Pharmaceutical Industry requesting a meeting to discuss the distribution policies followed by manufacturers of veterinary products. An acknowledgement had been received but no date for a meeting had yet been proposed. The Committee recommended that a further letter be sent to the ABPI pressing for the meeting to be held before March 19, when the Agricultural and Veterinary Practice Subcommittee of the Society would be meeting.

It had been confirmed that the Committee on Safety of Drugs had accepted the Society's views that pharmacists should be included in the Committee's direct mailing arrangements for circulars.

Details of the General Sale List for medicines in Guernsey were received by the Law Committee "with enthusiasm." According to the Guernsey Branch of the Society the form of the list meant that it would be illegal for general shopkeepers to sell such products as Anadin tablets, Lem-Sip and Beechams powders.

It was decided that the Society's analytical laboratory should be moved to the Society's premises in Edinburgh as soon as possible.

Branch resolutions—Council's final report

The Council of The Pharmaceutical Society of Great Britain has issued its final report on resolutions passed at the Branch Representatives' Meeting in May 1969:

Planned distribution: That it is the opinion of this meeting that the Pharmaceutical Society's desire to achieve effective distribution of pharmaceutical services should be actively supported.

Council refers to the report of the Committee on a Planned Pharmaceutical Service concerning areas of low population-density. A meeting between representatives of the Committee and the health departments was held on December 5 1969. The outcome was disappointing in that the officials of the departments were not in a position to express an opinion on the proposals, though the recommendations were discussed at length. Officials of the departments said that they would next discuss the proposals with representatives of Executive Councils at a meeting early in 1970 and subsequently submit comments to the Society.

Samples: That the Council of the Society should press for legislation to control the supply of medicinal products distributed as samples.

Discussions are taking place with the Association of the British Pharmaceutical Industry, which is itself considering in particular a control procedure for samples of preparations covered by the Drugs (Prevention of Misuse) Act, 1964.

Rural dispensing: That in the public interest the Council of the Society should continue, in conjunction with the Central NHS Committee, to press the Department of Health and Social Security to allow dispensing by doctors only for those patients who, because of distance or inadequate means of communication, cannot obtain their dispensed medicines from pharmacies.

The Council, in conjunction with the Central NHS Committee pressed the Secretary for Social Services to resolve the rural dispensing problem. In addition, representations were made to Parliament.

The Secretary of State considered that discussions should take place between representatives of pharmaceutical and medical professions in an attempt to find an agreed solution. The problem was one of the matters discussed at a meeting of representatives of the two professions on December 11. It was agreed that two working parties should be set up, the first to consider rural dispensing and the second, other matters of common interest to the two professions.

Prescription distribution: That the Council of the Pharmaceutical Society should take steps with the appropriate authorities to ensure the safer distribution of prescriptions from doctors' surgeries.

The matter will be raised at the next meeting of the Joint Committee of the Society and British Medical Association.

Continued on p. 354

Minadexterity

(the art of moving stock quickly)

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I want to become Minadextrous, too. So send me:
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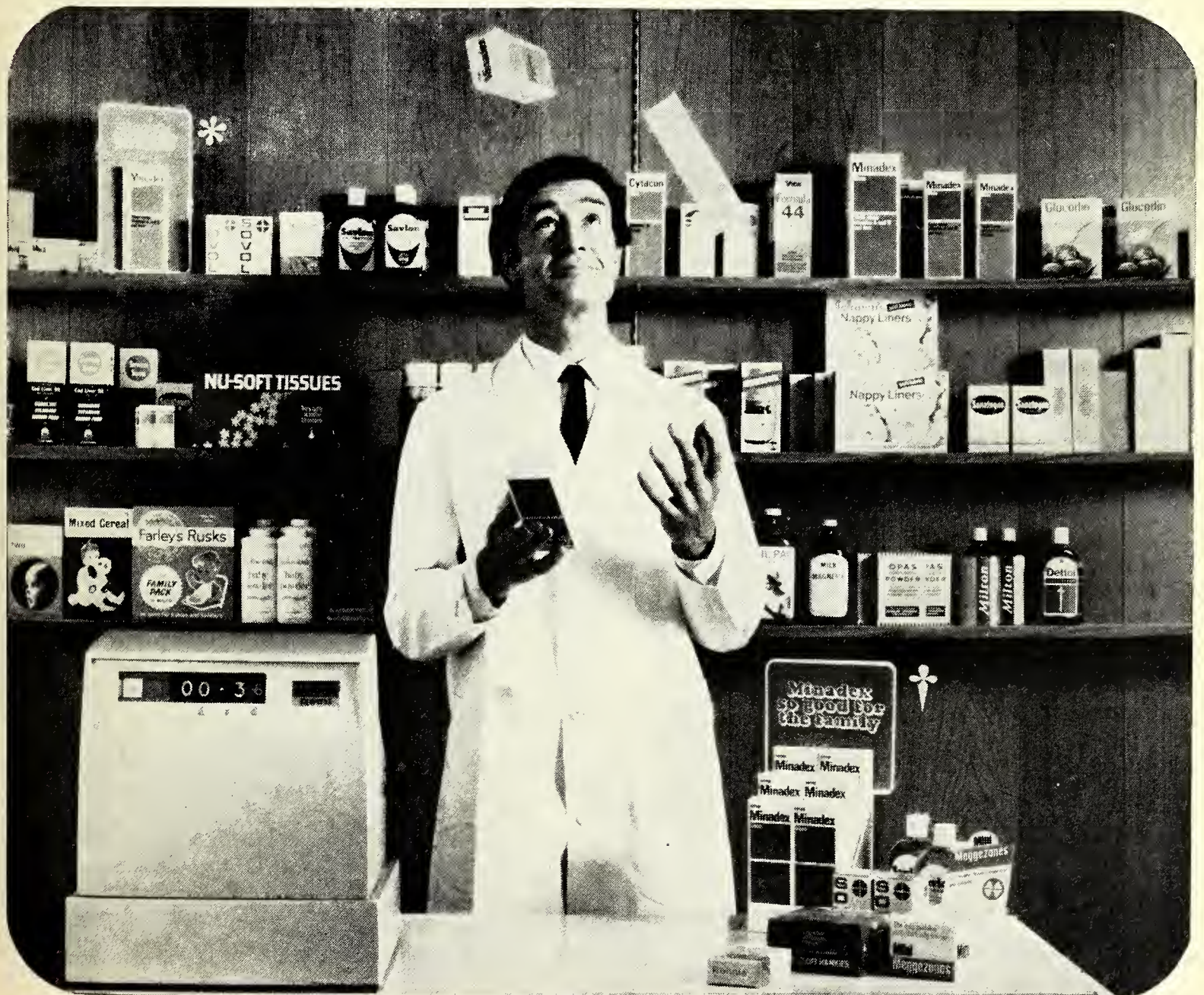
Name and address: _____

Block letters or label

C&D2

To: Merchandising Officer
 Sales Department
 Glaxo Laboratories Ltd
 Greenford, Middlesex

Glaxo ⌘



Branch resolutions

Continued from p. 252

Naming drugs: That the present trend towards using letters and numbers for pharmaceutical presentation of drugs, instead of names, is both dangerous and undesirable and should be discontinued in the interest of safety.

The matter was raised with the ABPI where it was considered by the Medical Speciality Manufacturers Division. The council of the division expressed its general agreement with the conclusions set out in the resolutions but was of the opinion that there was no trend towards using letters and numbers to designate products. It was aware of one or two instances in the past where such designations had been adopted because the product had become widely known by that description during prolonged clinical trials. Where products became known in this way, it could be difficult, and even dangerous, to try and disassociate the designations from the products at a later stage.

The ABPI added that when marketing a new product, a company would wish to ensure that the preparation could be readily identified, leading to the adoption of a trade name. If a manufacturer can obtain a registrable brand name, the product can be protected by the use of this trademark. A designation consisting of letters and numbers cannot be registered.

Pharmacology: That a practical course of applied pharmacology should be included in the degree course.

The Council's Working Party has met on two occasions and its terms of reference have been amended to:

To consider:

- the content of undergraduate and postgraduate pharmaceutical educational programmes relevant to applied pharmacology;
- the contribution that pharmaceutical practice can make to applied pharmacology.

Dating monographs: That due to the relative frequency of the re-issue of the BP and BPC, that all materials being ascribed as BP or BPC should be suffixed with the relevant year of publication.

It was noted that implementation would require new labels to be prepared for a very large number of products every time a new BP or BPC was published, even when there was no change in formula. The present rule is that if a product is described as BP or BPC the formula in the edition in current use is indicated. If a formula from an earlier BP or BPC has been used, there must be a full declaration of ingredients.

It was considered that difficulties could be overcome if for at least six months during a changeover period all official preparations for which there had been a change in formula carried a special label giving a clear indication of the formula to which the preparation had been made.

The Secretary of the ABPI has undertaken to issue a reminder of the need for such additional labelling prior to the date of publication of new editions of the BP and BPC, to appropriate ABPI members.

VALUATION OF A PHARMACY FOR SALE OR PURCHASE

Buying or selling a business is not a science, but it should be approached in a scientific manner. That was the advice of Mr E. A. Jensen, a pharmacy management consultant, given in the final lecture of the Chelsea and Bradford post-graduate extension course.

Four types of asset have to be valued when a pharmacy changes hands—fixtures and fittings, stock, lease/goodwill, and potential. Mr Jensen dealt first with goodwill—"the probability that profits made in the past will continue to be made in the future."

Although there is no "formula" to put a value on goodwill, the starting point must be the "pure" profit made by the pharmacy. This Mr Jensen defined broadly as the net profit less an appropriate owner's salary, and less interest obtainable if the business capital had been put into a "safe" investment, eg, a building society. What remains is the "reward for your enterprise."

Much of the goodwill value depends upon the position of the pharmacy, so lease and goodwill can in normal circumstances be conveniently valued together. The first problem is to find out what prices are being paid—not necessarily the prices being advertised—for similar businesses in the area. Mr Jensen said that the sensible way to learn these figures is to go to a specialist valuer.

Assessing goodwill

Now the relationship between goodwill price and "pure" profit can be determined. Suppose, for illustration purposes only, goodwill is fetching between $1\frac{1}{2}$ and $2\frac{1}{2}$ year's pure profit, the ratio will vary with type of business and position, but gives an idea of the "market." Then the first decision—does the business warrant the higher or lower ratio or something between? Consider here the trading position, both local and national (a car-producing town, for example, could be particularly vulnerable to changes in the economy). Go round the area on foot to weigh up the nearest pharmacies.

Other points to look for in assessing goodwill are:

- ☐ Personality—your own and the vendor's.
- ☐ Connections—with customers and suppliers, bank, accountant, landlord. Will suppliers' credit be tightened with a change of ownership?
- ☐ Social amenities—schools, sports, etc, according to your own taste.
- ☐ Security of tenure—if there is a low rent, remember it is already reflected in the net profit, do not pay for it twice.

Mr Jensen next outlined an alternative method of assessing the value of a business. Known as the "yield" method, it is used by those who seek a predetermined return on capital invested. Thus, if 20 per cent is required, multiply the pure profit

by five and be willing to pay that figure for the business, *inclusive* of stock and fixtures.

However, Mr Jensen pointed out that the method is less discriminating in the type of investment made—it should always be remembered that too much stock can be turned back into money, but it is difficult to retrieve any overpayment for goodwill. It is nevertheless worthwhile looking at the yield, because a low yield means that the assets are too high in relation to earnings.

Another factor to be considered is the "potential" of the business. A good potential—the probability that past profits will be increased as distinct from just being maintained—may mean the goodwill can be rated more highly, but it should be borne in mind that customers are always being lost through death, moving, shopping elsewhere, etc. The potential must therefore depend upon the ability of the business to attract new custom to more than replace wastage.

Premium on the lease

If a premium is asked for the lease of new premises, assessment of potential is essential. Any premium should be grossed up at compound interest over the period of the lease to determine its minimum true cost; the cost could be even higher.

Turning to stock, Mr Jensen said that it is unwise to use any procedure other than an independent professional specialist valuation. The transfer value is the current market cost price of the good, clean saleable stock. If there is any stock reduction to be done before transfer, it must be on an agreed basis, written into the contract or the vendor might reduce only the fast selling lines which would need replacement by the purchaser immediately after the transfer.

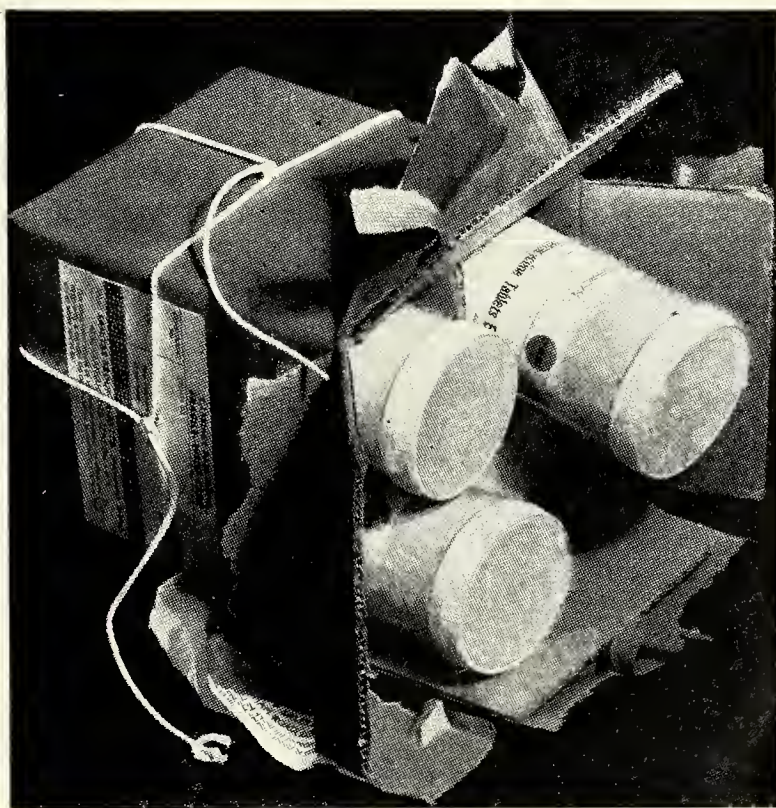
Expert valuation is also necessary for fixtures and fittings. It should, among other considerations, take account of their suitability for the pharmacy—remember that the value is in the *in situ* value, not what could be obtained if the fixtures were jobbed-off. If an item—such as a fascia with a pharmacist's name—cannot be used by the purchaser, provision should be made in the contract. All items included in the transaction should be detailed in a written inventory—oral agreements should not be relied upon.

Finally, Mr Jensen advised a purchaser to "view things in the round," when making up his mind. Take care with businesses with high fixed overheads, because any marginal drop in turnover has a big effect on profitability. Look twice at the "unopposed" business—all businesses and services are in competition for the customers' money.

And when you buy, remember to consider the future saleability of the business—one day you may be its vendor.

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Oxytetracycline Tabs. B.P 250 mg	OXYTETRACYCLINE OPPENHEIMER	Containers of 500
Oxytetracycline Syrup 125 mg/5 ml	OXYTETRACYCLINE OPPENHEIMER	Bottle of 100 ml
Phenylbutazone Tabs. B.P 100 mg	OPPAZONE	Containers of 1,000
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PROFESSIONAL NEWS

West Midlands Regional
Conference

Are we over-producing pharmacists?

It will be too late if in ten years' time we find we have "over-produced" pharmacists. Members of the Society and its Council should now be considering what is wanted for the future, said MR J. P. BANNERMAN, member of Council and chairman, General Practice Committee, at the West Midlands Regional Conference, on March 8.

A recent membership survey had given some startling revelations. 53.1 per cent of the membership were aged 50 or older. Female membership accounted for 23.4 per cent as against 18.9 per cent in 1965. Only 68.5 per cent of the total were now employed in general practice as against 75.7 per cent in 1965.

The composition of the register was going to alter radically in the next few years.

The increase in female members would mean a slight reduction of the work potential of the membership as a whole. The growth in graduates might lead them to take their expertise to other fields. Would the combined potential reductions be balanced by the reduced manpower requirements of the pharmaceutical service that was being considered for the future?

The Council had decided, because of the imponderables, that attempts should be made to maintain the Register at the present level. Speaking personally, he thought the manpower requirements of a general practice would, in future, be reduced. He said there was no need to ex-



Mr J. P. Bannerman

plain the consequences of over-producing pharmacists.

"Our priority must be to strive for what is best for the profession." The standard of pharmaceutical practice would be immeasurably improved if the membership was employed more fully on professional matters.

Mr Bannerman also suggested the Council had failed to give guidance to members about how they should dis-

charge their professional responsibilities.

As an example he referred to the situation when a pharmacist was faced with prescriptions for 24 Drinamyl tablets for the same patient, every three days.

"Suppose he 'phones the doctor. Suppose he is told to mind his own business." To fulfil his professional responsibilities the pharmacist should: tell the patient why he is refusing to dispense; tell the physician and tell his (the pharmacist's) colleagues what he is doing.

Mr Bannerman suggested the only way to effect all these aspects was to endorse the front of the prescription form: "Refused to dispense," stamp it and sign it.

It was a pity the Council had seen no necessity to issue guidance on that matter.

Mr Bannerman also discussed in some detail the recent Green Paper on the future structure of the Health Service. He pointed out that pharmacists, doctors, dentists and opticians would enter into contract with the "Statutory Committee" established by the area health authority.

"It could be that when the time comes opportunity should be taken to re-examine the contract before accepting the contract even if the government tries to make it an automatic transfer."

Mr Bannerman added, "Who knows? by that time the representatives of the contractors might be enjoying the total confidence of their electorate!" He, however, was concerned with the Scottish system, and their negotiating body consisted of members elected by the Pharmaceutical General Council.

"It may well be that there is a wish to alter the membership of the Central NHS (Chemist Contractors) Committee. If there is a change, make sure that you can produce the very best representative body."

MR C. C. STEVENS, a member of Council, after stressing that he was speaking personally, commented on Mr Bannerman's suggestions concerning the too-oft repeated Drinamyl prescription. He said the pharmacist should be advised of his legal burden. He had contracted to dispense prescriptions and to decide to deprive a person of a drug might result in criminal and civil liabilities. His advice was: "Do not endorse a prescription. Get in touch with the doctor first."

MR K. A. LEES, a member of Council, posed a number of provocative questions concerning postgraduate training — or rather, as he preferred to describe it, "pre-

registration experience." Mr Lee's paper occupied part of the afternoon session.

He said that pre-registration experience could only be acquired in real situations and nothing in an undergraduate course could equate to the value of observations of the behaviour and attitudes of more senior colleagues actually practising their profession.

The Society and its members must assume the dominant role in the development of the young graduate.

There was much to be said for encouraging a balanced Register of pharmacists practising pharmacy in their diverse ways, although it was clearly right that there should continue to be a predominance of general practice pharmacists on the Register.

There was, therefore, a strong argument in favour of insisting that the student must obtain some of his pre-registration



Mr K. A. Lees

experience in either hospital or general practice pharmacy.

To ask that such a period should be not less than one year could be to the overall detriment of the profession because those pharmacy graduates who, at the time of graduation, were decided on an academic or industrial career, might not be prepared to spend such a year in another branch of the profession and hence may be lost to the Register and unable subsequently to participate and contribute to the development of the profession.

Pre-registration experience in academic pharmacy would require to be carefully controlled and clear guide lines evolved. "I feel we need a working party for guidelines."

Students frequently obtained useful experience in pharmacy during their summer vacations and it seemed feasible to seek methods whereby such experience could count towards his total pre-registration requirements. The period between the final year course and the official date of graduation might well be recognised subject to each individual period being at least six weeks and the reasonable maximum period to be recognised in this manner might well be 12 weeks.

Not all places in which pre-registration experience might be sought were neces-

sarily suitable. The Society would have to keep a register of suitable premises compiled after application by the hospital, registered pharmacy, industrial or academic institution.

The present arrangements for post-graduate training had often been criticised for lack of control or "feed back" of information concerning the successful outcome of the training. An improvement might be achieved if the graduate were to be required to submit a report to the Society at the completion of the pre-registration year.

'Good managers' to succeed in hospital service

"I believe in the Noel Hall report and I believe it will provide the answers to many of hospital pharmacy's problems," said MR C. L. STEVENS after Mr G. Raine had outlined the Noel Hall proposals for the hospital pharmaceutical service.

Mr Stevens said there would be a special committee of the Whitley Council set up to consider salaries in the light of the proposed structure.

Not all the hospital pharmacists would like the new system. To succeed the pharmacist would have to concentrate on becoming a "good manager."

In this life it was the managers and not the scientists who "got the recompense."

Mr Stevens thought the new structure could be implemented within a year. In his paper, Mr Raine suggested that the group concept was obviously a considerable advance on the old idea of every hospital having its own pharmacist. Unfortunately, it had not made the progress it should have done and many groups were constituted on "no sensible policy that anyone can discern."

The Noel Hall report was an attempt to deal with a complex situation and it began by asserting that the unit for the hospital pharmaceutical service should no longer be the group but an area that would comprise at least three of the average size groups.

The report sought to promote an organisation of the service which would ensure that pharmacists were employed on duties appropriate to their professional training and that the utmost use would be made of technicians and other staff.

A number of members referred to the need to provide scope for the training of technicians and opportunities for them to progress within the pharmaceutical service.

MR DENGAR EVANS, Cardiff, said he was concerned not only with the quality of the technicians but also their organisation.

He wanted the Society to take action and set up an organisation for the technicians who depended for their livelihood in pharmacy.

MR BANNERMAN reminded the conference that a meeting of the Society at the Albert Hall had rejected that proposal. However he thought that it was extremely important to have a career structure for the technician.

NE London contract proposals: Chelmsford confrontation brings protagonists no closer

The difference of opinion over the NE London "tripartite" NHS contract, with the proposers on one side and the central NHS Committee on the other, is no closer to being resolved after a confrontation between Mr R. G. Worby, NEL secretary, and Mr G. T. M. David, Central Committee chairman.

The platform was a three-branch meeting held at Chelmsford on March 3. Deep snow and impossible travelling conditions kept the attendance down to 22, but the meeting closed with an unopposed resolution to the effect that the proposals should be discussed by the Central Committee in conjunction with the Pharmaceutical Society.

Mr. David remained obviously unconvinced, however, his parting shot being that Mr Worby "talks and says nothing." He held no high hopes that the proposals would be considered with any enthusiasm by the Central Committee unless facts were brought forward. Nor would the committee abrogate its negotiating responsibility in favour of the Pharmaceutical Society.

Mr Worby, on the other hand, claimed his proposals appealed to "the pharmacists on the ground — the ones for whom you are negotiating." They should be discussed.

Both speakers had begun by restating their known positions — Mr Worby as widely reported in the Press and Mr David as reported exclusively from Bristol by the *C&D* (February 28).

Echoing the previous week's *C&D* Comment, Mr Worby said that his committee had not "set out to make a stink" but had "literally found pharmacy falling down about our ears." In NE London, one in five pharmacies had closed through economic pressures, resulting in petitions from residents in some areas. The rot had started with the ending of RPM — NE London had been particularly affected by the advent of the small supermarket — and made worse by SET.

The urgency was that if pharmacy didn't make a move, sooner or later the Government would have to, and that could mean pharmacists in health centres.

Early in the discussion, Mr David was told by a member of the audience that the NEL proposals seemed reasonably viable. He replied that if he could be convinced that the scheme was viable it would be looked at seriously.

"But we must get down to detail — what the proposals mean in practice. What control? What fee? How do we sell it to the Ministry?" The principles broke down when the detail was considered, he maintained, and in negotiations with the Government you had to have detail.

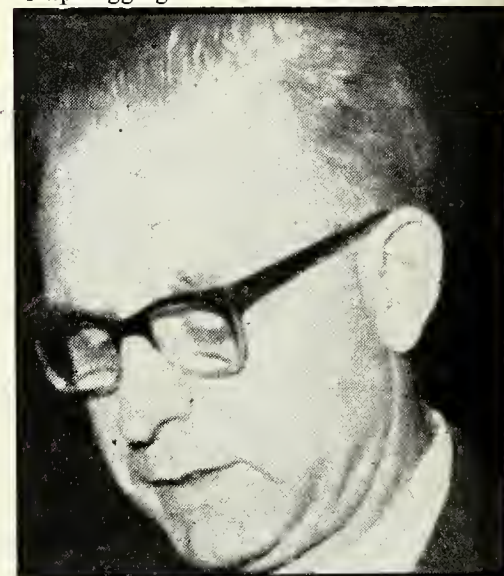
Mr Worby retorted that NEL were never going to "cross all the t's" — they believed the Central Committee and its advisers could do that better than a small committee. Referring to criticism of the "minimum remuneration" principle in the proposals, he said Executive Councils

should have power to allow or refuse an NHS contract, so that the "minimum" could be used to achieve planned distribution through incentive, not direction.

Mr David claimed that was what the Pharmaceutical Society proposed for areas of low population density. "If we could not get it accepted for rural areas, we would not get it accepted elsewhere."

Mr G. Raine — the third speaker at the meeting (see page 345) suggested that the idea of the contract being related to provision of a service for named individual patients, should not be thrown out without thought. In this way the pharmacist got to know his customers and the drugs they were taking. Mr David added that it had been suggested that the pharmacy might record the drugs bought and prescribed.

In reply to Mr M. James, Mr David said this committee believed pharmacies should not be in health centres if the area had an adequate pharmaceutical service. Where there was not, the pharmacist should be a contractor in the centre. Mr Worby said his proposals would prevent "leapfrogging" round the health centre —



Mr G. Raine who spoke both at Birmingham and Chelmsford

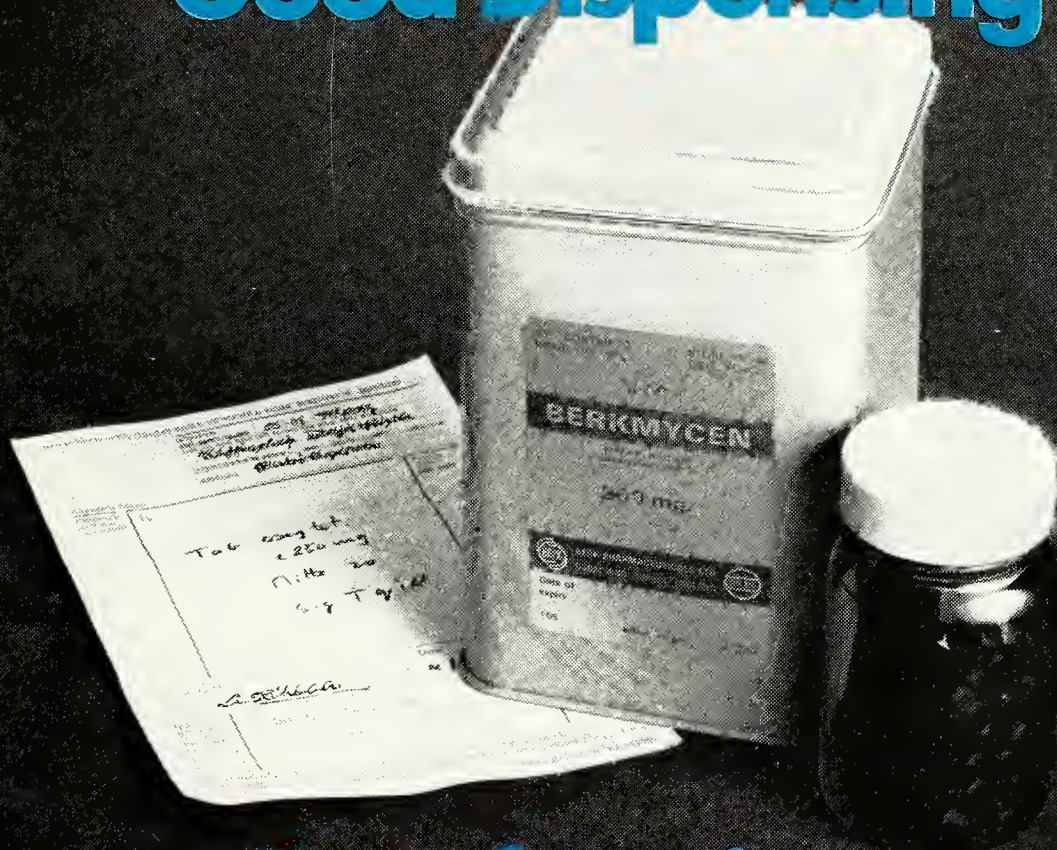
which had the same deleterious effect on surrounding pharmacies as a pharmacy in the centre itself.

Mr Raine thought dispensing was a technical operation that could be done under the supervision of a pharmacist. Therefore a pharmacy was indicated only in a health centre having eight or more doctors.

"This is the best pharmaceutical service as the pharmacist can then be an adviser to doctors and other medical workers." Mr Worby argued that there was a difference between the "technical operation" in hospital and retail pharmacy.

Mr T. C. Evans — a member of the NEL committee — asked whether Mr David was satisfied with the relationship between Pharmaceutical Committees and the central body. It was a weakness that the Central Committee represented only contractors. Mr David referred to circulars sent to local committees giving information on activities — "the trouble is that few committees are as active as NE London." Mr Worby said they were not active because "handouts" did not enable them to contribute.

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Nitrofurantoin	BERKFURIN ®	Tabs 50 mg & 100 mg	100 & 1000
Oxytetracycline	BERKMYCEN ®	Tabs & Caps 250 mg Syrup 125 mg/5 ml	100 & 1000 500 ml
Penicillin V	ECONOPEN ® V	Tabs 125 mg & 250 mg	100 & 500
Phenylbutazone	FLEXAZONE ®	Tabs 100 mg Tabs 200 mg	250 & 1000 250
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FROM APOTHECARY TO PHARMACIST

by T. D. Whittet, Hon DSc, BSc, PhD,
FPS, FRIC, DBA

MALTA

First known apothecary of the island of Malta was Salvatus, who in the 15th century was employed as such by the municipality of Mdina, the ancient capital. Malta has one of the oldest hospitals in Europe — the Santo Spirito (Holy Spirit) at Rabat, near Mdina, with a continuous history of about 350 years. First mention of a pharmacy in the hospital was in 1708 when it was under the control of the apothecary Michele Alfort, but the pharmacy had obviously been in existence for some time before that date as there are also references to Filberto Gatt, Alfort's immediate predecessor. In 1647 there had been a pharmacy for the use of the public associated with the hospital, and the pharmacy was frequently mentioned in reports of episcopal visits, at which the apothecary to satisfy the bishop that the pharmacy was well stocked.

The first hospital built by the Knights Hospitaller of St John of Jerusalem was the holy infirmary at Birgu, founded in 1532. At first supplied by three private apothecaries, owners of pharmacies at Birgu, who were appointed by the Chapter General in 1548. That arrangement proving unsatisfactory, a pharmacy with an apothecary in charge was established in 1555.

New infirmary

When, in 1574, the Chapter General decided to erect a new holy infirmary at Valletta they appointed an apothecary who had to be "excellently skillfull in the pharmaceutical art." In 1579 the venerable council of the Order decreed that drugs for the APOTHECA or pharmacy there were to be purchased by the AROMATARJI or APOTHECARIES. Here is obviously a word derived from AROMATARIUS, one of the titles formerly used for the practitioner of pharmacy in Italy.

Borg has listed 24 of the early pharmacists of the Maltese Islands, and most were called AROMATARIO. One Clemente Mifsud Bonnici, was also called DILETTANTO DI MEDICINA and he did sterling work in the plague epidemic of 1813.



Paschal Ferrugia was appointed DISPENSIERE at the Holy Infirmary on January 8, 1785, and may be regarded as the forerunner of nowadays' ASSISTANT APOTHECARIES.

In the 18th century the storekeeper of the hospital was called the BOTTIGLIERE. Despite its resemblance to the Spanish and Portuguese BOTICARIO it has a different origin, being derived from the Italian BOTTIGLIA (Bottle) and originally from the Greek BUTTIS. The storekeeper is stated by Dr Cassar to be in charge of the wine.

In 1725 the hospital had a chief pharmacist (or apothecary) assisted by 5 apprentices called LAVORANTI and two assistants known as LETTORE DELLE RICETTE (Readers of Prescriptions). The word LAVORANTI resembles the modern French title of LABORANTINE used for assistants.

Leper hospitals

Hospitals for the treatment of lepers were originally known as Lazarettos. The first in Malta was built at Rinella, a bay of the Grand Harbour, and in the plague epidemic of 1592-3 a temporary lazaretto was erected on what was the Bishop's (later Manoel) Island in Marsamxett Harbour, to be replaced in 1643 by a permanent structure still in existence. There is no mention by Cassar of any apothecaries being attached to the lazaretto but there were health guards and a perfumer (PROFUMATORE), his duties to "perfume" passengers at the beginning of quarantine and again two days before its expiry. The title recalls that the people of London placed great faith in pomanders containing perfume during the plagues of the 17th century and also that the word that is translated "apothecary" in the Authorised version of the Bible was changed to "perfumer" in the Revised. No doubt the perfumers purchased their aromatic substances from the apothecaries.

The civil hospital for men at Valletta had a pharmacy from its foundation in 1798. It is reported to have been "under the direction of a principal apothecary who

Hospital built by the Knights Hospitaller of St John of Jerusalem

had four pharmacists to help him."

In the first two decades of the 19th century students were examined by the PROTOMEDICUS (chief physician, a term similar to PROTOMEDICO formerly used in Spain). In 1828 pharmacy training was transferred to the Royal University of Malta, oldest university in the Commonwealth outside of the United Kingdom. Successful candidates were awarded the Diploma of Pharmacist. In 1948 the Diploma was replaced by the Degree of Bachelor of Pharmacy.

The pharmacy laws of the island are printed in both English and Maltese. In the former the title APOTHECARY is still used exclusively for the practitioner of pharmacy, though the term PHARMACIST is in much more general use.

The Register of the Medical Council of Malta contains "The Ethics and Members of the Pharmaceutical Profession," called "The Apothecaries' Register."

Ethical rules

The titles PHARMACY and DISPENSARY are both used in the list of ethical rules, one of which states "Descriptions such as 'prescription specialist' and 'the leading chemist' which are inaccurate or draw invidious distinctions between apothecaries, should not be used."

The titles PHARMACIST, CHEMIST, and PHARMACY are all to be found on the premises of pharmacists in Malta. The personal titles of APOTHECARY, PHARMACIST and CHEMIST are also used, PHARMACIST probably being the most common. A technician officially known as an APOTHECARY'S ASSISTANT is also employed.

There seems to have been no sharp change from apothecary to pharmacist in Malta. Cassar, for example, appears to use the two titles almost interchangeably. AUTHOR'S NOTE: I am grateful to Dr Paul Cassar for reading through this article and suggesting several improvements and for permission to quote from his book.

photography '70

Pull-out supplement to the
Chemist & Druggist
March 14, 1970





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automating a processing service

The provision of a d & p service by the chemist, involving as it does no capital outlay, can be a valuable part of his business and is well worth cultivating.

He is, however, largely in the hands of his photo finisher for the provision of a speedy and reliable service. A reliable finisher will save him many headaches and help to ensure repeat orders from satisfied customers.

Top Rank Processing have been aware of this for years and have made vigorous efforts to keep their equipment and methods up-to-date.

In the words of their laboratory manager Mr G. Templeton: "We do not believe in keeping machines for seven to 10 years and letting them go out of date. We would rather work them 24 hours a day for two years and then replace them by a new model."

The drawing together of the various London activities of Rank Audio Visual Ltd, a Rank organisation company at Great West Road, Brentford, Middlesex, in 1969 provided the opportunity for Top Rank processing to introduce a considerable amount of plant automation.

In consequence they are now able to offer a 24-hour turn-round on black and white work, 48 hour on colour, in a "one-bag" collection and delivery service.

Fourteen couriers driving Morris 1000 cars make daily calls on dealers in the Home Counties, travelling as far as Southampton, Brighton and Colchester.

In the summer season calls are made twice daily in central London to cater for the tourist trade and a nightly collection is made from Bedford, Bletchley, Oxford and Newbury.

A similar service is operated from the Mansfield works of Top Rank (A. C. Vallance) Ltd, whose 20 vehicles operate in the Leeds-Grimsby-Manchester area. Vallance joined the Rank organisation in 1969 and much of the present operating procedure is based on their experience.

Vallance are approved Agfacolor processors and all Agfa work is sent to Mans-

field, a vehicle travelling up from London each night. Non-process paid Kodak work is dealt with at Brentford.

When a film arrives at the works it is allotted to the appropriate process and a docket is attached, corresponding to another on the order form. The film docket stays with it throughout processing and at completion of each stage the two dockets are matched up, so ensuring that films do not "go astray", or receive incorrect treatment.

For processing, films are spliced into a continuous length and passed through a thermostatically controlled processor and drier. Bursts of nitrogen bubbles are automatically injected into the processing solutions at predetermined intervals so as to keep them agitated and prevent uneven action.

After drying, reversal films are mounted in card mounts and negative films go on to the printing department.

Approximately 75 per cent of the work handled at Brentford is colour processing and between 60 and 70 per cent of the business comprises 626 or 35-mm film. That being so, one of the key machines selected for the new plant was a Kodak 26/20A colour printer. This machine contains a scanning device that automatically selects the appropriate correction filter for the negative being printed and can produce up to 3,000 prints in one hour.

The proportion of prints that subsequently have to be rejected is said to be as low as 2 per cent and those are caused by mechanical damage rather than an error by the machine.

Even at its high speed the 26/20A cannot cope with all the work that comes in and "traditional" printers are used for black and white negatives and for colour prints other than from 626 and 35 mm.

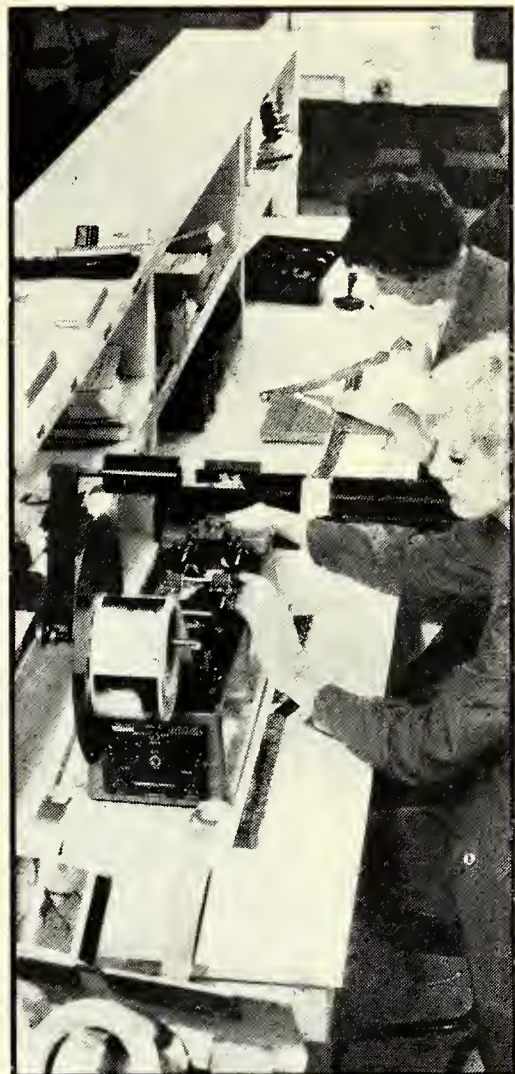
Prints are made on to spools of paper which can be, as in the 26/20A machine, up to 700 ft long. When a spool is complete it is fed into a continuous paper processor and glazer.

Finally, after checking, the spools of negatives and prints are cut up and packed for delivery to the customer after first making new prints to replace any unsatisfactory ones.

Packing of completed orders has been speeded by the introduction of a sleeving machine for negatives and a further gain will be made this season when a device for synchronising the negative cutter and paper cutter is introduced.

By gradually cutting out the more tedious tasks in processing Top Rank hope to attract a higher standard of labour and increase efficiency.

As well as straightforward processing,



Hand cutting of paper and negatives will be replaced by a mechanical device synchronising the two processes.

Rank offer ancillary services such as production of black and white prints from colour negatives, "one off" enlargements and reversal prints from transparencies.

The latter are produced by using a reversal paper thus cutting out the stage of producing a negative from the transparency as in the internegative process.

In their attempts to give an ever-improving service to customers, Rank are this year installing a Kodak 26/20A printer at Mansfield and have prepared to go over to the use of resin-coated Ektacolor printing paper.

This paper, which was introduced by Kodak in February does not need glazing, so cutting out what had previously been somewhat troublesome process.

Starting this season, the company are increasing their Brentford sales force to three. It is intended that each representative will visit every dealer in his area each week to listen to any complaints they may have.

At the same time they are reorganising their telephone services so as to make each girl responsible for a specific area. These girls will be under the leadership of a "highly qualified" young lady who has been engaged to take over customers services in general.

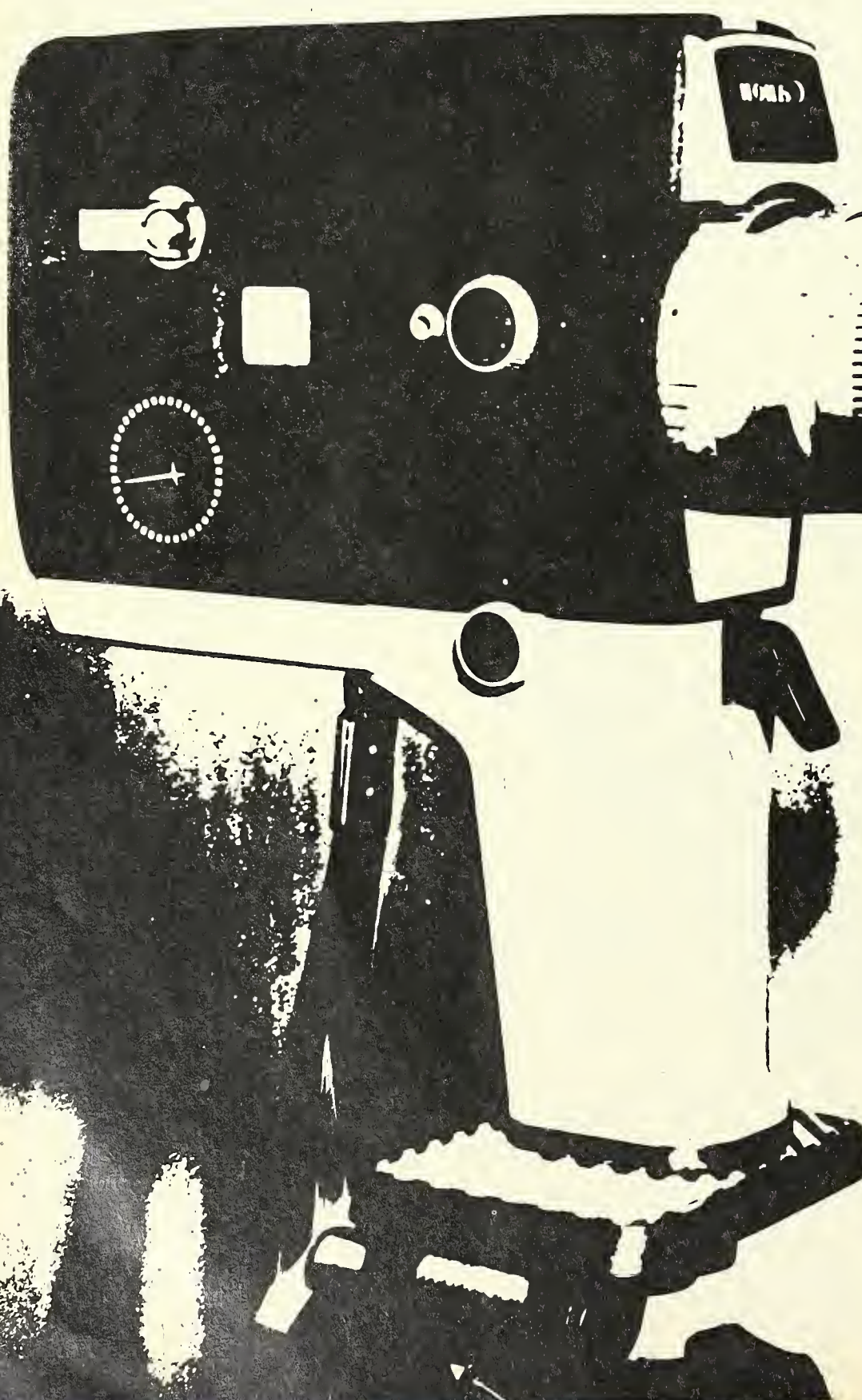
Photographic chemists in the area covered by Top Rank Processing obviously have ready to serve them a processor who is making every effort to meet their wishes.

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taking the plunge into cine

by Stanley Bowler FRPS



The introduction of Super 8 motion-picture film in cartridges, in the Instamatic style, should have brought as complete a revolution in home-movie making as did the launching of the 126 easy-load-cartridge system to ordinary photography . . . but, for some strange reason it did not. One of the reasons given was that no one wanted to change from the former popular gauge, usually referred to as "double-eight" or "standard eight."

Now, if most people already owned eight-millimetre cameras and projectors there might be some point to this argument, but it is believed that less than 10 per cent of the prospective market has been touched. So, why not leave *that* market alone and go for the balance of 90 per cent?

Admittedly, there is a good deal of educational work to be done in convincing the average person that movie-making holds no more terrors than does ordinary still photography, but that work has still to be done. In this day and age, with a variety of pastimes—as well as savings for holidays, often abroad—competing for the public's spending money, there is little point in just sitting back waiting for the customer to come in and ask and buy on the spot.

There is probably no quicker way to lose a possible sale than to say: "I'm sorry that we haven't got any movie cameras, but we'll get what ever model you would like to have." Either the potential customer's enthusiasm will die a swift death or he will go off somewhere else where movie equipment is on offer.

Even the most glamorous leaflet or brochure is only second-best compared with the product that can be handled, looked at and through and explained by a knowledgeable sales' assistant. Once a person has actually got a piece of equipment in his or her hands then the sale is under way and just a little further persuasive skill is generally all that is necessary to clinch the deal.

Simplicity the selling point

What, then, is Super 8? Briefly, the answer is that it is an improved version of the smallest of the narrow-gauge films suitable for making home movies. You will have noticed that I have deliberately avoided using the word "cinematography," because to most people this involves wearing a peaked cap back-to-front and cranking a handle.

Perhaps the peaked cap is an exaggeration but you'll often find that when someone wants to illustrate physically the use of a cinematograph camera they will squint with one eye and turn an imaginary handle close to their face.

That is *out*, it is old hat! Spring-wound motors are out, too. Two or three penlight batteries power most home-movie cameras these days, in the same way that similar

batteries provide the energy for firing flash-cubes, and if the average camera user can cope with that electrical problem and "drop in" a cartridge of film—still or movie—then why make a fuss about movies? *Simplicity* should be one of the sales arguments: it's "aim and shoot" all over again. The simplest cameras are often of the "fixed focus" type and with them there is sufficient depth-of-field to make "focusing" quite unnecessary for all ordinary outdoor work in sunshine.

Setting the lens opening, diaphragm, iris or what you will, is equally simple: many cameras have a table or chart built-in. You can follow these directions or you can work to the tables provided with the cartridge of film. There's no mystery about it and none should be created.

The two Super 8 systems

Next, we ought to realise that there are two different Super 8 systems. Both of them are cartridge loading and equally simple to handle both as regards camera and film. The Kodak Super 8 Instamatic cartridge is rather square and flat—it holds 50 ft of material, with the unexposed roll of film on one side of a division in the box and space for the exposed film to be wound up on the other side.

The Fuji Super 8 system (Japanese origin as might be guessed from the name) is precisely similar as far as the width of the film is concerned and the holes down its edge. The Fuji cartridge is, however, long and thin. The unexposed film is housed in the top part of the container, comes out into the open air and crosses a curved gap in the front edge of the cartridge before disappearing back into the bottom section of the container where it is spooled up after exposure.

In neither case is it necessary to expose one "half" of the film and then to turn over the spool or cartridge of film (as used to be the case with "double-eight") with the chance of fogging or inadvertently exposing the film to daylight in the process. Half-used films are also avoided.

There are some technical advantages with the Fuji system, since the cameras are fitted with a conventional motion-picture camera film-track and pressure-pad or gate, but it would probably be better not to confuse the issue with a dissertation on this point. Some time ago, though, some figures were published in America as a result of which it was claimed that Fuji camera owners were using, on an average, *sixteen* cartridges of film a year.

No comparative figures for the Instamatic type were given. In any country 16 packages of expendable material per customer represents useful sales.

In the same way that the sale of a still camera, when used for colour transparencies, will bring in its train the sale of a suitable projector and screen, so will the sale of a movie camera: in fact, a projector and screen are essential in the latter case.

And when it comes to selling the projector I suggest that you do not confuse

the issue by beginning with dual-gauge machines. If the customer is a newcomer to home movies the only thing he'll know about is the Super 8 camera to which you have introduced him. On the other hand, if he has already dabbled with "standard-eight" or if he has friends with films of that type who haven't yet been converted to the new format, and he wants to be able to show both kinds, then it is only fair to point out to him the advantages of a dual-gauge projector.

For the same reason, in the early stages don't try to sell a wide range of accessories such as titlers, splicers, lighting equipment and so on. Get the summer over first (a wild assumption, I know, but it might well happen again this year) and then, when the last holiday pictures have been discussed and an inquest held upon them, if the situation seems opportune, suggest ways and means to carry on movie-making during the winter evenings.

People can be encouraged in this way, in the same way that still photographers have been enthused with taking flash pictures in the home. Apart from just making equipment sales, the essential part of the exercise is to try to ensure that movie-making interest is sustained.

Once the habit is formed, especially when there are children growing up in the family, movie-making can become as natural as taking ordinary photographs—and a good deal more rewarding in many instances.

Pass on your enthusiasm

And now we come to the crunch—how much do *you* know about movie-making? How experienced are you? Are you merely going to sell stuff over the counter and point to the excellence of the maker's instruction-book and leave it at that, or are you going to be able to pass on some of your own enthusiasm and practical knowledge?

If a customer brings back to you the results of his first two or three cartridges of Super 8 film and asks you for help, are you going to be able to screen those results? And, if you do screen them under reasonable conditions (and I don't mean a miniature luxury cinema with tip-up seats and velvet curtains) are you going to be competent to answer even the simpler questions that are likely to be put to you as to possible causes of failure or disappointment on the part of the customer?

These are some of the questions which you ought to consider before plunging into home-movies. There's money in them thar hills but it isn't going to be dug out merely by selling shovels.

At first, the customer will probably be content to shoot and screen individual 50 ft lengths of material but, it is fair to bet that this state of affairs will not last indefinitely. Eventually the showing of disconnected reels, one at a time, will either become boring and the process abandoned or there will be a natural demand for a spool to hold several lengths of film—from that follows, quite naturally, a demand for some means of joining together the lengths of film. You can even avoid the technical term "splicing" if

you wish, although it is now familiar to many people who "cut" and "splice" tape as a matter of course.

From joining together separate lengths on a larger reel it is a fairly simple step to adding a few titles: if the customer's basic interest has been properly developed then it is less difficult to sell further accessories such as a small titler.

Further sales: make haste slowly

But, please, take further sales gently — don't push too hard and frighten off someone who may not be manipulatively skilful. Encouragement is needed—and this is where personal expertise counts. If you have "done it yourself" then you can pass on your own knowledge, perhaps even show a short film to demonstrate just how effective a few simple titles can be and how much they add to the enjoyment of a film.

We are now talking about a "film" instead of just plain home-movies and this should really be the ultimate aim. Odd 50 ft reels are similar in many respects to a handful of snapshots—a film could be compared to a selection of pictures in an album with notes about times and places as explanatory data.

Taking the thing a stage further—what about rearranging some of the scenes in the reels? This is all that simple editing really is . . . interposing some shots in between others for effects of contrast or comparison. At this stage we've introduced what might be called "technical" terms, eg *film*, *editing* and *shots*, but by now the customer, if he has been sufficiently encouraged, will have picked up these terms for himself so that they will not come upon him unawares or frighten him as they might well have done when he first thought about buying and using a movie-camera.

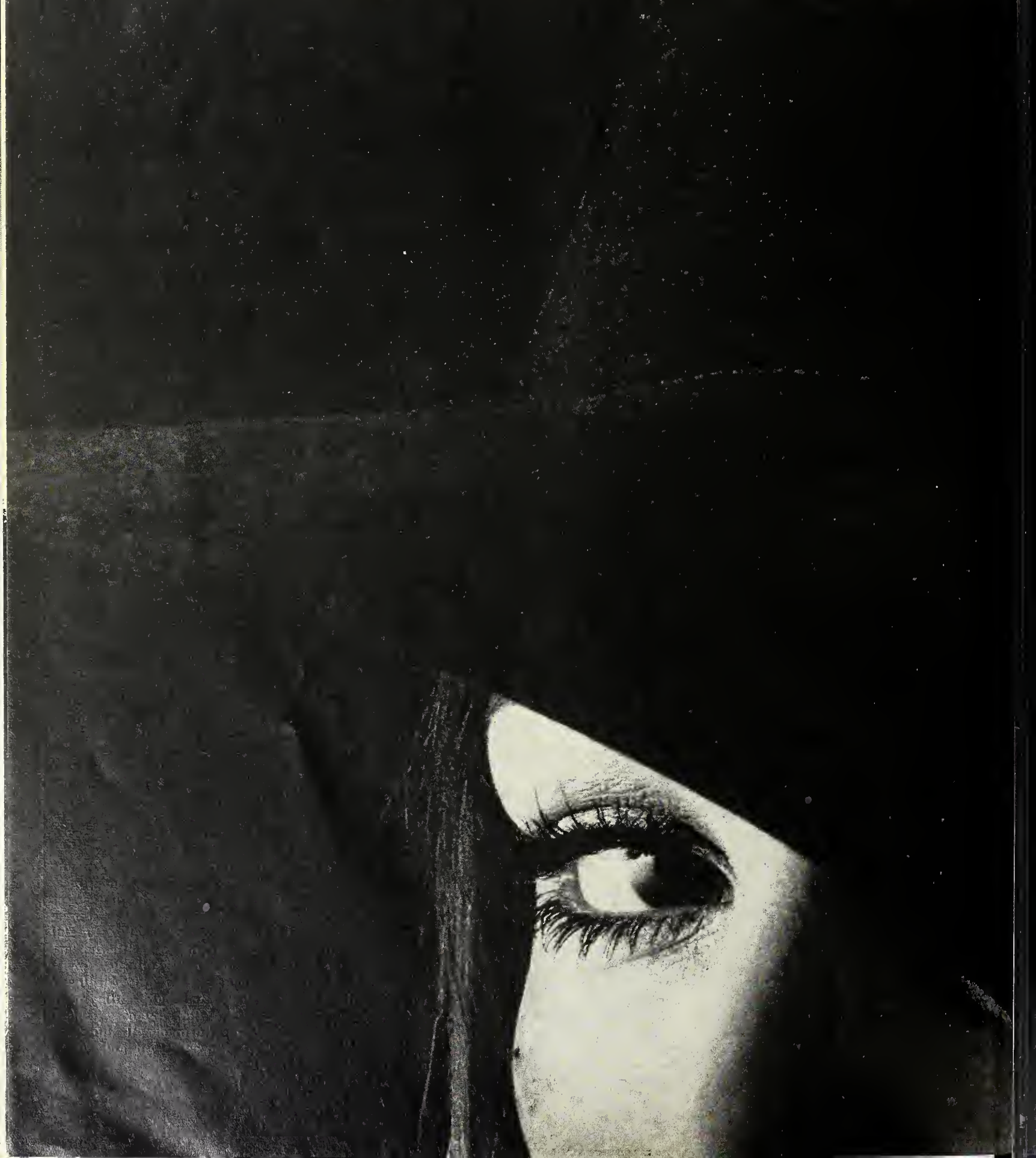
And, if you thought that I had missed the sales angle here, what will he or she need for editing—the answer, of course, is a small viewer on which film can be screened (without the need for setting up a projector and screen) and marked for cutting into sections for rearrangement, with a splicer close at hand for rejoining the lengths into their new order, with the addition of those titles to identify some of the scenes to avoid the usual interminable commentary by the projectionist.

Now think back: we started off with the idea of selling a simple camera, a projector and a screen—and just see where it has led. Well made films with titles, editing and a new interest in a hobby which far too few people realise is really very simple provided that you take it in easy stages.

This kind of approach is by no means new: it's been done before, many times, and with excellent results. But the easiest way to frighten off a potential customer is to begin by talking technicalities in full spate, blinding him, or her, with the jargon of film-making in its entirety.

Make the change from quite ordinary home-movies to something a little more polished, in fact a film, by easy stages. There are sales to be made all along the line. Disrupt the progression and you'll lose the customer.

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If you want to see for yourself—or let any of your staff see how we operate, we'll be glad to spend a day showing you round one of our plants.

In the meantime, for results right away, phone Kate DiVito on 01-560 0796 at Brentford or Robert Vallance at Mansfield 23842.



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Top Rank Film Processing inc. Vallance of Mansfield,
Milton Street, Mansfield, Notts.

'instant picture' cameras with built-in timers

A low-cost colour capable "instant picture" camera is being introduced by Polaroid (UK) Ltd this spring. Shipments of the new camera—called Colorpack III—will start to retailers immediately after the Budget (April 15). Colorpack III *photo 1* has a suggested retail price of £22 19s, and is similar in performance to the Polaroid Colorpack II introduced in 1969, but additionally features a built-in development timer to ensure accurate picture development.

Colorpack III has a transistorised electronic shutter teamed with a sensitive electric eye for automatic exposure control, a three-element computer-designed lens and a built-in flashgun which accepts flashcubes.

The development timer is built into the right side of the rigid, impact-resistant plastic body. After turning a dial to the desired setting for the type of film being used the user starts the timer by pushing a button after having pulled his exposed film packet out of the camera. The timer emits a continuous low buzz, stopping when the correct picture development time has elapsed—60 seconds for a colour picture and 15 seconds for black-and-white.

Colorpack III uses the standard eight-exposure Polaroid Land film packs—Type 107 (3000 ASA) for black-and-white pictures, and Type 108 (75 ASA) for colour pictures. Prints measure $3\frac{1}{4} \times 4\frac{1}{4}$ in.

Simultaneously with the introduction of the Colorpack III Polaroid are launching four new fully automatic Colour Pack

cameras featuring a transistorised electronic shutter.

Called the 300 series, the new folding Colour Pack cameras are designated Models 320, 330, 340 and 350 and have suggested retail prices ranging from £39 to £89.

Most sophisticated of the four, the Model 350 (£89) *photo 2* provides completely automatic picture taking under virtually any lighting conditions. It is the most versatile, easy-to-use camera Polaroid has ever marketed in Britain. Major features include an electronic timer for automatically timing development of prints and an electronic exposure control system.

The development timer is built into the back of the camera. After loading a film pack into the camera, the user simply dials the recommended development time into the timer, which is self-actuated. As the user pulls an exposed film packet from the camera, the timer lights up and completion of development is indicated by the light going out together with the emission of a high-pitched "beep" tone.

The transistorised electronic shutter contains an integrated circuit with gold contacts. The shutter is combined with a meter that automatically sets the proper exposure over a wide range of illumination. In low light levels, the Model 350 is capable of automatic time exposures of up to 10 seconds duration.

Besides its electronic features, the Model

350, which has a metal body, is fitted with a Zeiss-Ikon single window, projected frame, superimposed image rangefinder-viewfinder. The camera accepts a complete selection of accessories including portrait and close-up lens kits.

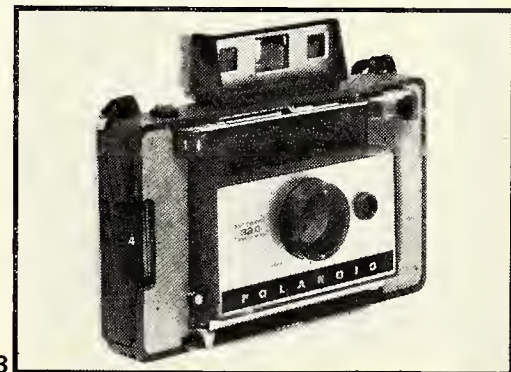
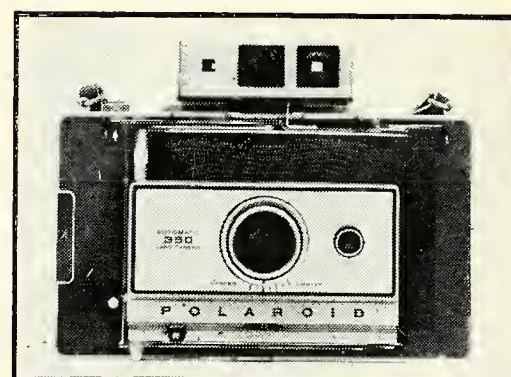
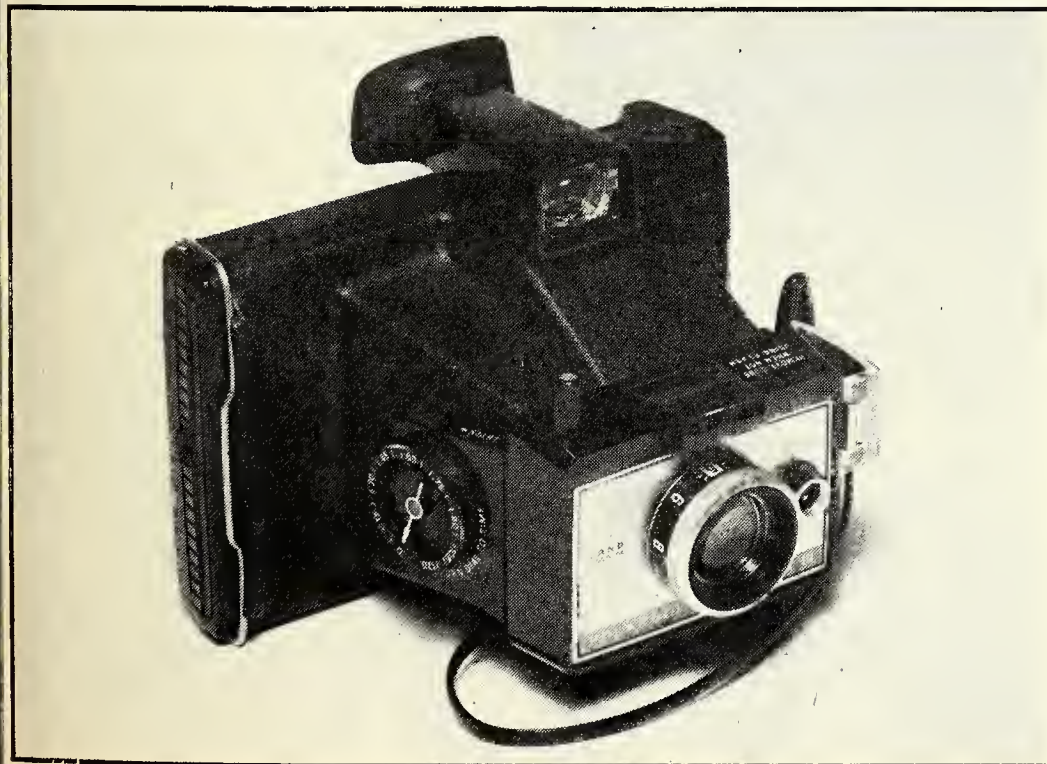
Next in line behind is the Model 340 (£59) which has a body of impact-resistant plastic. It incorporates most of the features of the higher-priced camera including the built-in mechanical timer. It accepts all available Polaroid accessories, and like the more expensive model, can make black-and-white pictures and some colour pictures indoors without flash. Weight is 41 oz.

The Model 330 (£49) incorporates many features that used to be found only on more expensive Colour Pack cameras. Besides automatic exposure control, it has a built-in development timer, triplet lens, and double-window coupled rangefinder-viewfinder in a rigid housing. Model 330 weighs 38 oz.

Least expensive of the new line is the Model 320 (£39) *photo 3*, with easy-loading pack film, automatic exposure control, rangefinder and a folding construction. Like all the new models, it has an adjustable carrying strap and removable protective cover.

Polaroid (UK) Ltd will continue to offer the low cost, colour capable Colorpack II, the Model 3000 and the Swinger II cameras. Colorpack II which was introduced so successfully last year in this country is still so greatly in demand that the company has a special allocation programme to retail stockists. When dispatches of the new cameras to retailers begin the company will announce both the new cameras and changes in film prices to the general public.

An eight-exposure pack of Polacolor Type 108 Land film—has a new suggested retail price of £1 19s 9d; Polaroid Type 107 Land film packs have a suggested price of 19s 9d and Type 20 Land film for the Swinger camera has a new low price of 14s 6d per roll.



1

2

3

pop goes photography

Teenagers have more money to spend than ever before. According to a recent survey in the *Photographic Retailer*, five million of them spend £800 million annually. Moreover, a considerable proportion of this is spent on leisure pursuits, for few teenagers are fettered by the economic responsibilities of maintaining a home (though this situation may now alter with the age of majority lowered to 18!).

It is at this time of life, therefore that they should be encouraged to take an interest in photography. But for many of them *instant pleasure* is the watchword—so it's not much good trying to interest them in technicalities. If their interest is to be caught and retained, then photographic techniques must be simplified and good results assured.

In the past decade, manufacturers, like Kodak have gone a long way to help in this by producing simple, easy-load cameras—like the Instamatic models—which are tough, extremely simple to use and produce excellent results. In addition, many of these cameras are packed in colourful outfits to catch the eye of the youngster passing by.

Their sales appeal is indicated by the following figures. In the 16-24 age group, 47 per cent said in 1965 that they used colour films: by 1966 that figure had risen to 60 per cent and in 1968 it had improved again to 66 per cent—a rise of almost 40 per cent in four years.

To encourage this trend, manufacturers

undertake promotions such as the successful Kodak Spinner Winner competition on Radio Luxembourg last summer. This 10-week campaign, with its slogan 'Just for clicks', was aimed directly at the nightly listening audience of 4½ million—the majority of whom are teenagers. The competition, which was open only to purchasers of Kodak film, secured a very big response. The campaign was backed up by a distribution of eye-catching window bills for photo dealers.

While manufacturers do all they can by producing simple attractive cameras and backing up their products by powerful advertising and promotions, in the last resort it is the photo dealer who has to persuade the teenager of the attraction of photography.

It's as well to ask oneself first just what it is you are going to sell the youngster. Memories? Hardly—at 17 a young man can scarcely believe that he will ever reach an age when he wants to look back and remember. Rather the stress should be laid on the "pleasure" aspect of photography when linked closely with popular teenager activities—outings, sports, pop festivals, parties, etc. In the previously mentioned survey by the *Photographic Retailer* a youngster was asked if there was any hobby he preferred to photography. He replied, "horse riding"! One certainly hopes that somebody quickly explained to him that the two are by no means incompatible (except maybe that there's more chance of camera shake in the saddle . . .)

It should be made clear that many people look on photography not as a hobby in a vacuum but as an easy method of heightening the pleasure of other hobbies.

So, having decided on the "pitch" how does the photographic retailer go about persuading the youngster to come in to the shop? The most direct method, of course, is to make sure that he always has an attractive, attention-winning window. Teenagers are people in a hurry and if they see a cluttered window, they'll just hurry on and take their money to the nearest boutique or record shop.

Keep the display simple, then put in a variety of attractive modern equipment at a price the teenager will want to afford—around about £5-£10 mark.

Keep a watchful eye on local activities—for example if there's a carnival or pop festival arranged for your area, put a sticker in the window suggesting that the youngsters take a camera along to record the highlights. If you think you can stand the pace, go along to such events yourself (or send your assistant). Take some snapshots with a simple camera, and display them afterwards in your window, so that passers-by can see the sort of thing that they themselves can take in future. Advertising in the local papers to tie-in with events in your area is also a good way of telling your story.

Let us then happily assume that you have enticed "the teenager"—and maybe a few of his or her friends—into your shop. At this stage they are certainly no different from anyone else. They want to take a good look at the cameras before they decide—and they also want to examine them for themselves.

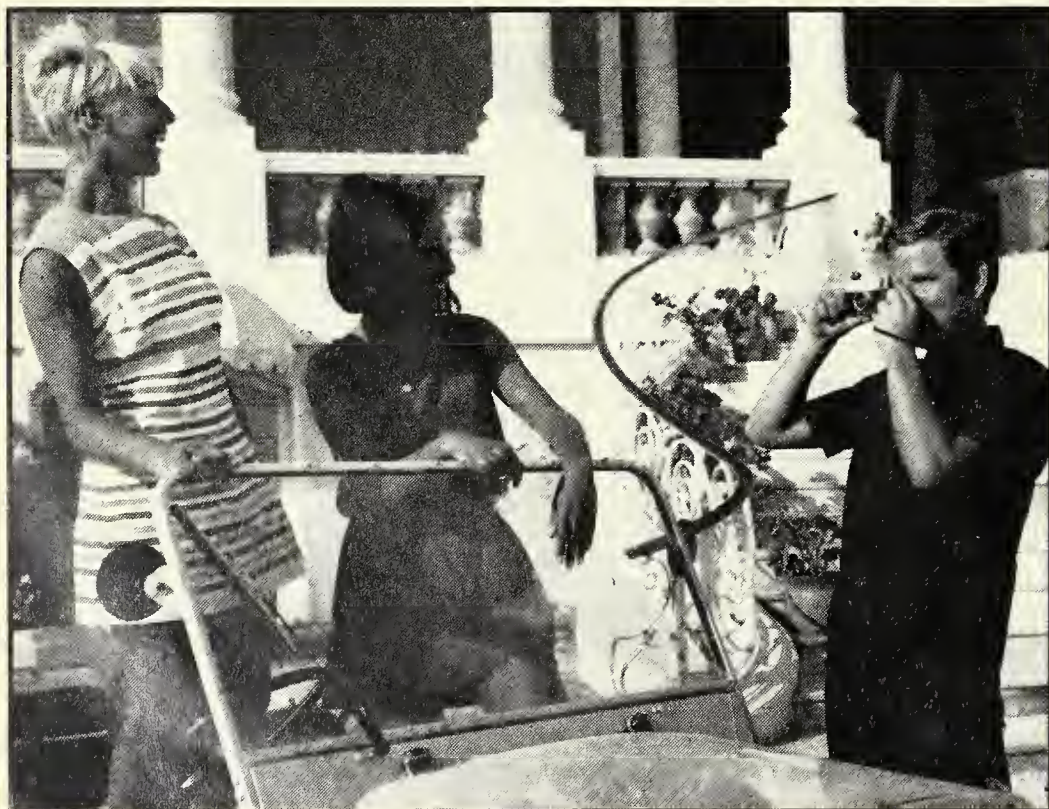
Don't keep the camera clutched in your own grasp—pass it across the counter and let the customer handle it, load it, sight through the viewfinder, while you detail the features. If he can't quite make up his mind to buy, a good idea is to load the camera and take a few pictures of him—telling him to call back in a few days to see the results.

At least it will bring him back to the shop, you'll find that self-portraits—in colour—are a persuasive method of making a camera sale.

There is so much written and talked about "teenagers" these days that the rest of us may well be forgiven for sometimes thinking that there's something strange and different about them. Teenagers are just people lucky enough to be a little younger and a little more carefree than most of us.

Selling to this section of the market is little different from selling to any other—photography after all is a universal hobby for people, not for age groups. And if the thought of "the teenager" terrifies you, be comforted: single teenagers today, very quickly become tomorrow's married couple with young children whom they delight in photographing.

The family man is the backbone of your business, and maybe you can afford to wait until today's teenagers grow up. But the wise photographic dealer will go after this young market now, for he knows that with just a little effort he will reap a rich reward.



Now you listen to get a Polaroid instant picture.



The cameras that the picture is developed

The camera that develops its own pictures has become so automatic it may have almost nothing automatic left to do.

In the past, Polaroid instant cameras gave you a finished colour picture in a minute with such automatic aids as an electric eye and electronic shutter for perfect exposure settings.

We now have a model that even calls you when your picture is ready.

With the new model 350, you do not have to count off the 60 seconds for development.

When you pull out the film, an electric timer starts automatically (and a tiny light goes on).

When your picture is perfectly developed, the Model 350 actually

calls you with a "Beeep."

And you peel the cover off a beautiful shot in colour, perfectly exposed, perfectly developed.

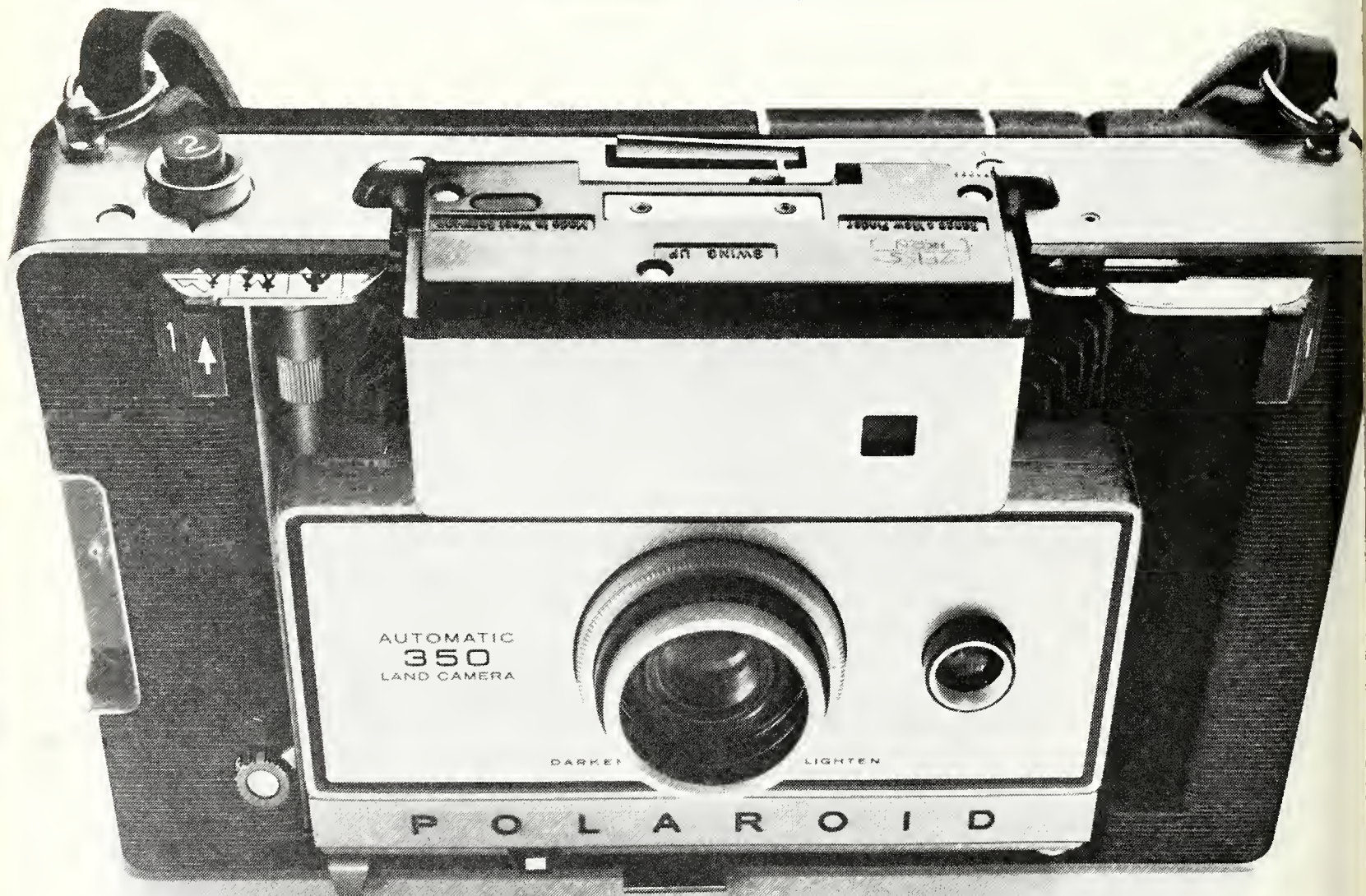
When you use the flash, the electric eye and electronic shutter put on a little show of their own.

Their teamwork is so perfect they can measure the burst of the flash in the fraction of a second that it strikes the subject. And set your shutter speed automatically.

In the 350, even the focusing and viewing is made far easier.

Through a Zeiss Ikon rangefinder-viewfinder they are combined in one window.

Even correct framing is automatic (so you won't cut off any part of the picture you want when you're in close).



WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS

de prices are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic
res (2 9) is manufacturers price. Light upright figures (2 9) is a suggested guide.

Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Inds (1227 THP)				Bisks (1530 Fisons)				Coppatan (682 KCL)			
infectant medium	16 11	—	1 10	water biscuits 15oz	77 9	—	8 0	suntan cream	38 0	20 11	6 6
giant	23 2	—	2 7	12oz	—	—	—	oil	38 0	20 11	6 6
economy	34 8	—	3 10					foam aerosol	70 0	38 6	12 0
m (682 KCL)				Bourn-Vita (216 Cadbury)				Coty (301 Coty) existing entry			
er shave	36 0	19 10	6 3	1lb	20 0	—	2 0	airspun powder 2050	49 0	26 11½	8 6
n (1545 Vestric)			D	1lb	35 8	—	3 7	beauty facial	316	52 0	28 7
n (1154 SNP)			D	1lb	62 1	—	6 3	cream powder			
nbury's (34 A & H)			D	Bravit (489 Galen)				compact	584	52 0	28 7
perfatted soap			D	tablets	100	21 8ea	—	refill	581	40 0	22 0
ie (301 Coty)			D	500	100 0ea	—	150 0	twinsset	2094	106 0	58 3½
mi (105 BTD)				Bristow's (105 BTD)				deodorant			
ling lotion 80cc	21 5	11 10	3 4	shampoo's				mist	330	56 0	30 9½
pasmine (1490 IAP5)				cream, liquid				roll-on	319	51 0	28 0½
125ml	52 0	19 1	7 4	standard	16 1	5 11	2 3	eye make-up			
500ml	15 0ea	5 6ea	25 6	economy	25 0	9 2	3 6	browpencil	448	37 0	20 4
re Philippe (48 AP)				Brufen (147 Boots)				browshadow	449	50 0	27 6
h salt decanter 29	75 0	41 3	12 11	tablets	100	50 Cea	—	cakeliner	453	47 0	25 10
bble bath				500	240 0ea	—	360 0	eyeshadow	444	50 0	27 6
ubble bottle	25	32 0	11 9	Brylcreem (105 BTD)				eyeshine	456	48 0	26 5
icet set	31	63 0	23 1	dispenser large				linepencil	450	84 0	46 2½
van dimple	3	32 0	11 9	Cadbury (216 Cadbury)				refill	451	30 0	16 6
ggy bank	21	35 0	12 10	diabetic chocolate				linerbrush	452	50 0	27 6
logne swan dimple				plain 1lb	—	—	2 7	liquidline	446	63 0	34 8
23	29 0	16 0	4 11	Caffexen (211 Butler)				longlash	440	97 0	53 4
et water decanter				100ml	33 0	12 1	5 3	refill	441	67 0	36 10
26	75 0	41 3	12 11	3oz	—	—	—	mascara	442	57 0	31 4
arts and flowers	33	—	—	Calcium-Sandoz (1098 Sandoz)				roll-on-lash	454	84 0	46 2½
logne/lavender	24	—	—	syrup	250ml	—	—	shadowbrush	445	50 0	27 6
ee for beauty	18	—	—	Camdogon (221 Camden)				stickshadow	443	50 0	27 4
can (47 Anestan)				horse ringworm treat-				twinshadow	447	59 0	32 5½
tan (325 C-A)				ment	450ml	24 0ea	8 10ea	foundation cream	549	54 9	30 1
er (172 BMCL)				Canoe (350 Dana)				hand care	296	36 0	19 9½
ior aspirin	50	16 7	6 1	deodorant spray talc	6 9ea	3 9ea	15 0	Innovation			
iorintex (1073 Robinson)				Cologne sprayette	8 8ea	4 9ea	19 6	eye liner gel	401	54 0	29 8½
ultice dressing (vet.)				Cardioquin (878 Napp)				eyeshadow gel	402	54 0	29 8½
10	47 1	17 3	8 0	tablets	100	75 0ea	—	make-up gel	400	66 0	36 3½
ra (47 Anestan)				Carnation (339 CG)				instant cleanser	301	83 0	45 8
ra (325 C-A)				union rings thin	16 0	—	2 0	Light and Lovely	530	56 0	30 9½
s Soleil (525 Golden)				chiropody felt	16 0	—	2 0	lipstick	203	46 0	25 3½
120cc	70 8	38 10	12 2 1	corn rings thin or				mirrored case	205	55 0	30 3
ld's (1415 Arnold)				thick	16 0	—	2 0	Superclear	208	52 0	28 7
ed brewer's yeast				Casilan (518 Glaxo) 8oz	65 0	—	7 0	liquid base	354	52 0	28 7
1lb	52 0	—	6 6	Cendevax (1153 5KF)T5				moisture balancer	304	100 0	55 0
Ling (Melina (1406 5GBP))				rubella vaccine				moisture veil	353	79 0	43 5½
odorant	—	—	9 6 1	single dose vial	21 4ea	—	32 0	all-in-one	355	72 0	39 7
amy skin perfume	—	—	15 6	Cestra (1073 Robinson)				face formers	356	98 0	53 11
omycin (340 C of GB) TSVP				face masks standard	230 0	—	27 6	nourishing cream	310	83 0	45 8
yder 2% 6x15g	35 0ea	—	52 6	(1 gross)	—	—	(1 doz)	revitalising cream	313	98 0	53 11
leen (47 Anestan)				Chantilly (624 Houbigant)				rouge	255	49 0	26 11½
leen (325 C-A)				compact	1392	—	—	skin freshener	307	83 0	45 8
Nouveau (624 Houbigant)				Chapstick (1071 Robins)	19 0	7 0	2 11 1	Slenderline pressed			
ly powder mist				Chemico (302 Chemico)				powder compact	585	80 0	44 0
3733	—	—	20 0	household cleanser				sub tint	541	29 0	15 11½
logne friction	3729	—	25 0	medium	53 2	—	2 11	sunshimmer			
3727	—	—	45 0	(2 doz)	43 10	—	4 10	make-up	538	80 0	44 0
3728	—	—	76 0	large	34 8	—	11 7	translucent			
or (1232 T & R)				No.6	26 9ea	—	—	highlighter	535	75 0	41 3
uth and throat				28lb	—	—	—	loose powder	580	86 0	47 3½
ciseptic				Chypre (301 Coty)				pressed powder	583	75 0	41 3
barb (17 Agprolin) †s1s4A				creamy skin perfume				Creme Puff (813 MF)			
ets	100	5 0ea	—	2958	10 1ea	5 6½ea	21 0	compact slim			
500	20 0ea	—	—	dusting powder	348	14 3ea	7 10ea	Cygnat (705 Kirby)			
odent (300 Cottrell) †				refill	29351	7 11ea	4 4ea	orange and halibut			
ture ointment				perfume	113	14 1ea	7 9ea	vitamin tablets	100	60 0	—
tube	4 6ea	—	6 9	spray	112	19 9ea	10 10ea	Cypres (Rigaud (47 Anestan)			
dine (878 Napp)				Clic (538 Greebex)				Cypres (Rigaud (325 C-A)			
inal douch 240ml	15 0ea	—	20 0	magnetic soap holder	21 0	3 0	3 0	Cythere (Rigaud (47 Anestan)			
inal gel 90g	17 6ea	—	23 4	Clinitetrin (518 Glaxo) T5				Cythere (Rigaud (325 C-A)			
at (1314 Weddel)				tablets	1000	270 0ea	—	Dalivits (705 Kirby)			
(419 Elsinor) existing entry				Coltex (1232 T & R)				Deltacortone (837 MSD)			
(419 Elsinor)				cream	20 0	—	2 6	tablets 1 mg	—	—	—
y pants				Complan (518 Glaxo)				1lb	53 0	—	5 5
stic leg	12 0	—	1 6	1lb	53 0	—	5 5	Dramamine (1121 Searle) †s7			
und leg	12 0	—	1 6	Coolene (682 KCL)				tablets 50mg	100	18 6ea	—
cury	22 0	—	2 9	sunburn relief	22 0	8 1	3 6	Dr. Browns (1442 8C8) †DDI			
iness	34 0	—	4 3	Cooltan (682 KCL)				cough bottle	30 0	11 0	4 4
ty pants 3 row	27 0	—	3 3	sun bronzing lotion	52 0	28 7	9 0	pastilles	18 2	6 8	2 9
6 row	42 9	—	5 3	sun tan cream	No. 1	26 0	14 4	EG (1246 TYE)			
Rosebud	50 6	—	6 3	No. 2	38 0	20 11	6 6	tablets	300	23 6	—
der nappies large	18 0	—	2 for 4 6	No. 3	52 0	28 7	9 0	1000	60 0	—	7 11
ex. large	22 0	—	2 for 5 6								

the most versatile digitalis glycoside

LANOXIN^{brand} DIGOXIN

TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR
BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.



	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Electrique (813 MF)					Griptiny (1349 LW) feederette			D	manilla single	40 8	—
bubbling bath					Halina (1136 Silber)				double	(3 doz)	—
fragrance	44 8	15 7	6 11		500 camera 35mm	—	459 6		(1½ doz)	—	2
dusting powder	94 8	49 6	16 0		Hanimex (565 Hanimex)				toilet rolls	37 2	—
parfum Cologne 2oz	80 0	41 10	13 6		projector slide	—			babysoft twin	(1½ doz)	—
parfum creme	116 0	60 7	19 7		Hanimette 100	—	199 6		manilla	39 9	—
perfume phial	59 4	31 0	10 0		Harriet Hubbard Ayer (575 HHA)			D	(3 doz)	—	1
presentation	127 4	66 6	21 6		Hermesetas (47 Anestan)			D			
Elle (47 Anestan)				D	Hermesetas (325 C-A)			I			
Elle (325 C-A)				I	Hi-Fi (813 MF)				Jeypine (671 Jeyes)		
Elizabeth Arden (60 Arden)					cream mascara	35 4	18 6	6 0	disinfectant medium	16 11	—
colour clear blushing	—	—	30 0		fluid make-up	38 0	19 10	6 5	giant	23 2	—
gel	—	—	38 0		Hi-Lift (1246 TYE)			8 5	economy	34 8	—
colour clear bronzing	—	—	38 0		honey & yeast tablets				1gal	13 10ea	—
Elnett (525 Golden)					60	19 6	—	2 6	5gal	61 8ea	—
Satin aerosol 75g	43 0	23 8	6 11		150	42 0	—	5 0			
Energen (1114 SEF)					300	60 0	—	7 0	Johnsons (673 J of H)		
savoury crispbread					1000	10 0ea	—	15 0	cotton wool No.1	7 4ea	—
3oz	20 8	—	2 1		molasses & yeast tablets				No.2	5 4ea	—
Ephazone (47 Anestan)				D	60	19 6	—	2 6	Jonquille (813 MF)		
Ephazone (325 C-A)				I	150	42 0	—	5 0	bubbling bath		
Erace (813 MF)					300	60 0	—	7 0	fragrance	44 8	15 7
plus	62 0	32 5	10 5		1000	10 0ea	—	15 0	Keflex (413 Lilly)		
Eve Reve (Rigaud (47 Anestan))				D	Hygroton (501 Geigy)				suspension 125mg/5ml		
Eve Reve (Rigaud (325 C-A))				I	tablets 100 mg	15	—	—	100ml	37 6ea	—
Exmarid (441 Exrid)					Hypnotique (813 MF)				Kodak (711 Kodak)		
lotion 200ml	2 8ea	1 0ea	5 0		bubbling bath				Instamatic movie cameras		
6oz	—	—	—	D	fragrance	44 8	15 7	6 11	M22	235 0ea	129 3ea
Exuberance (813 MF)					dusting powder	94 8	49 6	16 0	M24	350 0ea	192 6ea
bubbling bath					parfum Cologne 2oz	80 0	41 10	13 6	M26	457 6ea	251 7ea
fragrance	44 8	15 7	6 11		parfum creme	116 0	60 7	19 7	M30	705 0ea	387 9ea
dusting powder	94 8	49 6	16 0		perfume phial	59 4	31 0	10 0	65	5ea	36 0ea
Fairy (1010 P & G)					presentation size	127 4	66 6	21 6	R		
soap complexion	54 2	19 4	1 2		Ibcol (671 Jeyes)				cases		
bath	56 11	20 4	1 10		disinfectant medium	16 11	—	1 10	Lactocalamine (324 Crookes)		
family	36 2	12 11	2 4		economy	23 4	—	2 7	Lactocalamine (325 C-A)		
Famel (690 Keldon)					extra 1gal	13 10ea	—	17 4	Lucozade (103 Beecham)		
pastilles	23 1	8 3	3 3		5gal	61 8ea	—	79 4	small	15 6	3 5
children's	21 3	7 7	3 0		Ilford (645 Ilford)				(2 doz)	(2 doz)	—
syrup †DDI small	28 5	10 2	4 0		films black and white				*Includes 3d for contain		
large	44 4	15 10	6 3		FP4	126	36 0	20 0	6 0		
family	76 10	27 6	10 10		Selochrome	126	—	—	—		
Femfresh (47 Anestan)				D	Ilonium (1575 Ilon)						
Femfresh (325 C-A)				I	100g	8 0ea	2 11ea	—			
Fergluite (17 Agprolin)					450g	32 0ea	11 9ea	—			
tablets 100	4 6ea	—	—		Immac (655 ICC)						
French Almond (1070 Windsor)					hair remover aerosol	153 11	84 8	25 0			
spray Cologne 50g	92 8	49 8	17 6		Inco (1073 Robinson)						
Fresh & Dry (172 BMCL)				I	pads 10	5 8ea	—	7 9			
100g	49 4	27 2	7 9		Jackel (1412 Jackel)						
185g	74 9	41 1	11 9		combs aluminium						
roll-on	40 2	22 1	6 5		pocket	200	27 4	10 0	4 3		
refill	35 0	19 3	5 5		medium	210GF	32 0	11 9	4 11		
Gala of London (876 MP)					dressing	225	32 0	11 9	4 11		
azure cleaner IGE9	65 10	36 2	11 9		tail	252	33 9	12 5	5 3		
moisture IGF2	71 5	39 3	12 9		combs shell	108	25 9	9 5	4 0		
toner IGE1	65 10	36 2	11 9		110	25 9	9 5	4 0			
miniature IGG1	70 0	38 6	12 6		152	32 3	11 10	5 0			
eyelashes					163	32 3	11 10	5 0			
half measures IGH7	109 3	60 1	19 6		Jacksons (1307 Waterhouse)						
full measures IGH6	120 5	68 9	21 6		drawing ointment	12 0	4 5	1 10			
Face Lift IGG8	77 0	42 4	13 9		19 6	7 1	2 10				
golden cleanser IGF6	65 10	36 2	11 9		febrifuge	19 6	7 1	2 10			
toner IGF7	65 10	36 2	11 9		41 0	15 1	6 0				
moisture IGG2	71 5	39 3	12 9		63 0	23 1	8 9				
dry skin IGF9	70 0	38 6	12 6		Jacquelle (1412 Jackel)						
natural cleanser IGF3	65 10	36 2	11 9		sunglasses						
moisture IGF5	71 5	39 3	12 9		664	22 0	—	2 9			
toner IGF4	65 10	36 2	11 9		124; 819	40 0	—	5 0			
miniatures IGF8	70 6	38 9	12 6		881; 880	56 0	—	6 11			
Night Life IGC6	88 3	48 6	15 9		965; 1879	72 0	—	8 11			
pure moisture IGG7	88 3	48 6	15 9		889	76 0	—	9 6			
party palette IGG1	141 0	77 6	24 0		311	84 0	—	10 6			
wash off IGG9	86 11	47 10	13 9		564; 565	100 0	—	12 6			
beauty soap IGG4	—	—	—	D	1175; 1205; 885; 886	124 0	—	15 6			
cleansing milk IGG7	—	—	—	D	436; 2511	156 0	—	19 6			
hand lotion IGG1	—	—	—	D	2505	168 0	—	21 0			
lemon cleanser, pink IGG7	—	—	—	D	Jertox (1232 T & R) existing entry				D		
cleanse, tonic IGG4	—	—	—	D	Jertox (1232 T & R)				I		
maxima cleanser IGS3	—	—	—	D	deodorant tablets	16 5	—	8			
gelee IGG6	—	—	—	D	(3 doz)	—	—	—			
hand care IGS9	—	—	—	D	holders	4 5	—	6			
matte velvet IGG1	—	—	—	D	fly killer aerosol	35 3	—	3 11			
velvet bloom brush IGG2	—	—	—	D	fly spray	15 3	—	1 9			
toning lotion IGG4	—	—	—	D	household	8oz	—	—			
Gelufen (17 Agprolin)					lavatory blocks and						
mixture 500ml	11 0ea	—	—		holder	10 0	—	1 3			
21	20 0ea	—	—		moth proofer aerosol	30 0	—	3 6			
21	36 0ea	—	—		moth crystals	100g	8 5	—			
Geriatone (1091 Rybar)				D	200g	14 10	—	—			
Gerivin (1091 Rybar)					500g	30 0	—	—			
tonic 115ml	42 0	15 5	6 6		Jeyes (671 Jeyes)						
250ml	84 0	30 10	13 1		air freshener blocks						
Gillette (514 Gillette)					(Whiz)	24 7	—	11			
razor three piece	32 4	11 7	4 11		fluid	7oz	16 2	—	1 9		
Sportsman set	—	—	—	D	20oz	27 9	—	3 0			
Glyco Thymoline (261 Christy)				D	40oz	50 10	—	5 6			
Glykola (17 Agprolin)					1gal	13 5ea	—	17 1			
500ml	11 0ea	—	—		5gal	57 11ea	—	69 11			
21	20 0ea	—	—		Freshbin powder 680g						
21	36 0ea	—	—		toilet flats	17 6	—	1 10			
pro. infants 500ml	9 0ea	—	—		soft single	38 1	—	1 6			
21	16 0ea	—	—		double	34 10	—	2 7			
21	30 0ea	—	—		(1½ doz)	—	—	—			
G.P. (302 Chemico)					baby soft single	27 5	—	1 0			
cream cleaner 15oz	29 3	—	3 3		double	(3 doz)	—	—			
1gal	20 0ea	—	—		(1½ doz)	26 1	—	1 11			

	Trade	Tax	Retail
freshener	56 8	29 7	9 7
men			
shave lotion	62 8	32 9	10 7
ly talc	46 0	24 0	7 9
ar gel tube	28 0	14 8	4 9
odorant Cologne	74 0	38 8	12 6
odorant spray	56 0	29 3	9 5
y shave	58 0	20 2	8 11
electric shave	62 8	32 9	10 7
ic hair dressing	62 8	32 9	10 7
tte (1413 P & 5)			
ributors 1545 Vestric			D
ributors 649 ICI			I
spray (1413 P & 5)			D
ributors 1545 Vestric			I
ributors 649 ICI			I
(172 8MCL)			
Fresh & Dry see			
er Fresh & Dry			
e (47 Anestan)			D
e (325 C-A)			I
m (97 Bayer) TS			
ts 56	40 10ea	—	61 3
d (705 Kirby)†			
ts 12	24 0	8 10	4 0
pack	—	—	D
n (900 Norton)			
le bath			
ry Hare	B1	61 0	22 4
ty soaps			
of 3 chicks	E2	32 0	11 9
k in egg cup	E6	23 0	8 5
and 2 eggs	E7	34 0	12 5
irrel and nut	E12	32 0	11 9
and 2 chicks	E20	38 0	13 11
c of 3 marble eggs			
E21	42 0	15 5	6 6
et of 2 coloured			
if eggs	E22	34 0	12 5
p and three baby			
bits	E23	34 0	12 5
r magic rabbit X1	23 0	8 5	3 6
47 Anestan)			D
(325 C-A)			I
(1073 Robinson)			
n wool balls			
ne 50	10 8	—	1 4
ke (813 MF)			
up	41 4	21 7	7 0
k (813 MF)	44 8	23 4	7 6
cetyl (417 EPL)			
s 100	108 0	38 6	15 0
ne (671 Jeyes)			
20oz	11 11	—	1 3
32oz	14 11	—	1 7
l gal	5 4ea	—	7 0
are (1412 Jackel) existing entry			D
ware (1412 Jackel)			I
ry Rhyme cup,			
er	59 0	8 1	8 0
plate, flat plate,			
al bowl	62 6	8 7	8 6
cup	29 6	4 1	4 0
en cup, porringer,			
er	59 0	8 1	8 0
spill bowl, deep			
ne	62 6	8 7	8 6
cup	29 6	4 1	4 0
s (104 BP)			
s strip	36	20 3ea	7 6ea
48	—	—	1 0
(977 PE)			D
have shavers			
xe HP1112	124 2ea	45 6ea	210 0
al HP1109	105 6ea	38 8ea	178 6
act HP1204	74 6ea	26 8ea	126 0
(982 Pickles)			
an	20 6	11 3	3 6
ur	16 0	5 10	2 6
ababe	11 0	4 1	1 9
gne	20 6	11 3	3 6
ck	—	—	D
r balm	—	—	D
ne (985 Pilogene)			
rrhoid			
ound 50g	45 0	16 6	6 11
l Beecham			
juice	27 0	6 0	3 9*
large	46 10	10 4	6 3*
* Includes 4d for container			
(1352 Wyeth)			D
(518 Glaxo) TS			
stories 5mg 10	8 9ea	—	11 8
6	—	—	D
(813 MF)			
ing bath			
ance	44 8	15 7	6 11
g powder	94 8	49 6	16 0
an creme	116 0	60 7	19 7
al Cologne 2 oz	80 0	41 10	13 6
ne phial	59 4	31 0	10 0
ntation size	127 4	66 6	21 6
(436 Evans)			I
les 1000iu/ml			
2ml x 100	81 0ea	—	—
5ml	2 1ea	—	—
5000iu/ml			
5ml	5 0ea	—	—
les 12,500iu/ml			
1	3 10ea	—	—
25,000iu/ml			
5ml	25 0ea	—	—

	Trade	Tax	Retail
Pulmo Bailly (115 Bengue) †DDI			
500cc	16 4ea	—	—
2l	58 0ea	—	—
16oz & 80oz	—	—	D
Pure Magic (813 MF)			
astringent	60 0	31 4	10 1
cake make-up	68 8	35 11	11 7
clear up cream	54 0	28 3	9 1
compact powder	82 8	43 2	13 11
cover up stick	68 8	35 11	11 7
cleanser	61 4	32 1	10 4
liquid make-up	50 8	26 6	8 7
normalising pads	88 0	46 0	14 10
Rentokil (1047 Rentokil)			
cream polish	—	—	5 0
1gal	—	—	40 0
dry rot fluid	—	—	24 6
1gal	—	—	38 0
5gal	—	—	170 0
Insectrol aerosol 20oz	—	—	17 6
moth proofer aerosol			
20oz	—	—	17 6
wood preservative 1qt	—	—	11 0
1gal	—	—	18 0
1gal	—	—	30 0
5gal	—	—	140 0
woodworm fluid 5oz	—	—	4 0
10oz	—	—	6 6
20oz	—	—	10 0
1qt	—	—	15 3
1gal	—	—	24 6
1gal	—	—	38 0
5gal	—	—	170 0
aerosol 6oz	—	—	6 6
quick drying 1pt	—	—	11 0
1qt	—	—	16 6
1gal	—	—	26 0
1gal	—	—	42 6
5gal	—	—	190 0
junior injector	—	—	5 9
Ribena (103 Beecham)			
blackcurrant drink	32 3	7 2	4 3*
standard	45 11	10 2	5 10*
family			
* Includes 4d for container			
Ricotiv (211 Butler) †			
2l	30 0ea	—	45 0
Rite Diet (1545 Vestric)			D
Rite Diet (1440 WFL)			I
diabetic fruit cake 14oz	6 3ea	—	8 4
gluten free products			
flour 28 x 11lb	68 0ea	—	—
4 x 7lb	63 0ea	—	—
plain sweet biscuits			
5 1/2oz	2 2ea	—	—
protein free products			
flour 28 x 11lb	82 0ea	—	—
4 x 7lb	72 0ea	—	—
gluten free/protein			
free bread 8oz	2 8ea	—	—
Rodine (1047 Rentokil)			
mouse bait sachet	12 0	—	1 6
rat bait sachet	24 0	—	3 0
large	64 0	—	8 0
7lb	13 4ea	—	20 0
14lb	25 0ea	—	37 6
28lb	43 0ea	—	64 6
56lb	74 8ea	—	112 0
Royal Sweden (1412 Jackel) existing entry			D
Royal Sweden (1412 Jackel)			I
hair brushes ladies			
15111	51 0	18 8 1/2	7 11
15505	80 4	29 5 1/2	12 6
1890; 1984; 1986; 1987;			
1988; 15244; 15468;			
15431; 15461	128 6	47 1 1/2	20 0
15471; 15472; 15473	286 0	104 10	44 6
501; 503	408 0	149 7	63 6
507	472 0	173 1	73 6
hair brushes men's			
2059; 2060	128 6	47 1 1/2	20 0
2059B	135 0	49 6	21 0
2045	151 0	55 4	23 6
Rybar (1091 Rybar)			
tonic tablets (dogs) 30	18 0	6 7	2 10
100	48 0	17 7	7 7
Sanatogen (1530 Fisons)			
selected multivitamins			
45	—	—	D
plus iron	89 3	—	9 11
Sanilav (671 Jeyes)			I
medium	16 11	—	1 10
giant	27 10	—	3 0
Satin Flow (813 MF)			
medium	34 8	18 1	5 10
standard	50 0	26 2	8 5
Scotts (1118 RM5)			
country cookies 6 1/2oz	30 9	—	2 2
(1 1/2 doz)	37 2	—	2 8
Diabisks	(1 1/2 doz)	—	2 2
ginger nuts 6 1/2oz	30 9	—	2 2
(1 1/2 doz)	39 0	—	2 9
Husky	(1 1/2 doz)	—	—
medicinal charcoal	40 2	—	2 10
biscuits 7oz	(1 1/2 doz)	—	2 0
Radiant Health	28 4	—	2 0
(1 1/2 doz)	28 4	—	2 0
Vitality	(1 1/2 doz)	—	—

	Trade	Tax	Retail
Scrubbs (671 Jeyes) †			
ammonia	19 5	—	2 2
Sheer Genius (813 MF)			
powder cream	50 8	26 6	8 7
Shee-vawn (Melina (1406 5GBP)			
deodorant	—	—	9 6
creamy skin perfume	—	—	17 6
Smith Kendon (1152 5K)			
glucose boiled sweets			
8oz	28 5	5 9	3 6
16oz	49 6	10 1	6 3
Snowdrop (1431 Erica)			
baby pants	12 0	—	1 6
Sof-Set (813 MF)			
shampoo sachet	5 4	1 10	10
bottle	25 4	8 10	3 11
Spa (1167 5pa) existing entry			D
Spa (1167 5pa)			I
baby brush set	851	40 0	14 8
bath brushes			
nylon filled	331	36 0	13 3
sponge brush	332	36 0	13 3
Mermaid	337	100 0	36 8
3-piece set	367	276 0	67 5
Dolphin	341	72 0	26 5
sponge brush	340	44 0	16 2
bath presentation set			
351	72 0	26 5	11 2
bath rack Atlantis	738	140 0	19 3
bath towel ring			
Mermaid	737	160 0	22 0
clothes brushes			
cat	714	32 0	11 9
dog	715	40 0	14 8
cat and dog			
presentation	714/5	88 0	32 4
Dandy Duck	771	220 0	80 8
Debonair	40	44 0	16 2
Penguin	719	220 0	80 8
pocket	701	12 0	4 5
Tribesman	718	260 0	95 4
dental after treatment			
brush	251	20 0	—
dental plate brush	281	16 0	—
gent's hairbrushes			
oval military	415	96 0	35 3
452	52 0	19 1	8 1
453	128 0	47 0	19 11
travel set			
ladies hairbrushes			
radial	57	160 0	58 8
slimline	535	58 0	21 4
featherweight	556	22 0	8 1
comb and curl brush			
613	11 0	4 1	1 9
ladies gift sets			
Rhythm 3-piece	570	64 0	23 6
Rhapsody 3-piece	571	72 0	26 5
Melody 5-piece	572	84 0	30 10
Symphony 4-piece	573	96 0	35 3
nail brushes			
cosmetic	306	16 0	5 11
Dolphin	310	40 0	14 8
family	305	20 0	7 4
grippy	304	12 0	4 5
major	328	36 0	13 3
Mermaid	327	32 0	11 9
surgeon's	320	32 0	11 9
universal	307	14 0	5 2
shaving brushes	771	58 0	21 4
772	72 0	26 5	11 2
774	160 0	58 8	24 11
Spray Tan (47 Anestan)			D
Spray Tan (325 C-A)			I
Suleo (671 Jeyes)			
emulsion	17 9	6 6	2 8
shampoo standard	21 10	8 0	3 4
Sweet Sue (1412 Jackel)			
perfume sachet	17 6	9 7 1/2	3 0
perfumed talc pad	28 9	15 10	4 11
Tace (838 Merrell) †s4B			
capsules	250	65 0ea	—
300	—	—	D
tablets	50	23 0ea	—
30	—	—	D
Target (105 BTD)			
men's deodorant	35 4	19 6	5 6
Tercoda (17 Agprolin)			
500ml	12 0ea	—	—
1l	23 0ea	—	—
2l	40 0ea	—	—
Theograd (2 Abbott)†			
Filmtabs	100	25 0ea	—
500	120 0ea	—	180 0
Thermogene (1073 Robinson)			
wool			
small	20 0	7 4	3 1
large	33 6	12 3	5 2
Togal (533 Grabowski)			
tablets	42	42 0	15 2
Tommee Tippee (1412 Jackel)			
baby care sets	TG51	172 3	23 8
TG52	91 8	12 7	12 6
baby sponge	11 6	4 2 1/2	1 9
cup and single hot plate			
set	121 0	16 8	16 6
hot plate double	88 0	12 1	12 0
nappy bag	103 0	37 9	16 0
with zip	241 0	88 4	37 6
saddle potty	128 0	—	16 0
junior	60 0	—	7 6
teeth-a-rattle	54 8	20 0	8 6

NEW from Co-Caps

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CO-CAP 25

Imipramine

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse ch

	Trade	Tax	Retail	
Triled & True (813 MF)				
soft colour	83 4	43 7	14 1	D
Un Air Embeume (Rigaud (47 Anestan)				
Un Air Embeume (Rigaud (325 C-A)				
Unflu (1367 Unigreg) †				
tablets	24	6 2ea	9 3	
Vacromist (331 C of C)				
vapour spray	114g	46 6	16 8	6 11
Vax (191 BVF) existing entry				
Vax (191 BVF)				
vacuum flasks metal				
Mono-Vac				
16oz CH1	4 7ea	7ea	7 7	
23oz CH2T	6 9ea	10 1ea	11 4	
36oz CH3	8 2ea	1 1ea	13 7	
43oz CH3M	10 6ea	1 4 1ea	17 6	
vacuum flasks plastic				
yellow	8oz CH8P	5 4ea	8 1ea	8 10
16oz CH16P	5 11ea	9 1ea	9 10	
box design				
8oz NP8	6 0ea	9 1ea	8 10	
16oz NP16	6 8ea	10 1ea	9 10	
8oz NP8A	6 6ea	10ea	9 6	
Diddy				
replacements				
cups	8oz V8	10 0	1 3	1 3
16oz V16	12 0	1 6	1 6	
23oz & 36oz				
outer V36	14 0	2 0	1 9	
23oz & 36oz				
inner V916	10 0	1 3	1 3	
bodies	16oz RCH1	4 1ea	6 1ea	6 0
23oz RCH2	6 6ea	10ea	9 6	
36oz RCH3	6 6ea	10ea	9 6	
refills	8oz R8	4 2ea	5 6	
16oz R16	4 5ea	—	5 11	
stoppers screw				
16oz SS1	16 0	—	1 9	
23oz & 36oz				
SS3	20 0	—	2 3	
Expandavac				
8oz & 16oz				
E1	14 0	2 0	1 9	
23oz & 36oz				
E3	18 0	2 6	2 3	
Vichy (1519 5A)				
Surpastilles	20 8	4 7	1 6	
(3 doz)	(3 doz)	—	—	D
pastilles				
Vitapointe (1530 Flsons)				
hair spray	328g	—	—	D
Woltz Italiana (128 Biometica)				
manicurebase coat	32 0	17 2	5 9	
cuticle remover	32 0	17 2	5 9	
nail enamel regular	32 0	17 2	5 9	
mini-regular	23 8	12 8	4 3	

	Trade	Tax	Retail	
pearl	46 9	25 1	8 5	
mini-pearl	30 0	16 1	5 5	
Venetian Carnival	46 9	25 1	8 5	
mini-Venetian	30 0	16 1	5 5	
super brilliant	58 11	31 7	10 7	
super creme	46 9	25 1	8 5	
nail hardener	54 8	29 4	10 0	
nail polish removers				
lanolin	32 0	17 2	5 9	
nail enamel thinner	24 7	13 2	4 5	
top coat	32 0	17 2	5 9	
Wright's (1351 WLU)				
deodorant stick 70g	36 6	20 2	6 3	
talcum powder	17 4	9 6	2 11	
liquor carbonis				
detergents	100ml	30 0	11 0	4 3
200ml	51 3	18 10	7 3	1
500ml	110 0	—	—	
2l	340 0	—	—	
Yaxa (366 Dendron)				
anti-perspirant super				
dry	61 1	33 7	9 11	
Yeast-Pac (994 P & M)				
medicated tube	33 0	11 10	5 0	
Yestamin (1246 TYE)				
powder	8oz	42 0	—	5 0
16oz	60 0	—	7 0	
7lb	28 0ea	—	42 0	
14lb	48 0ea	—	72 0	
50	17 0	—	2 0	
100	26 0	—	3 0	
300	58 0	—	6 9	
1000	7 0ea	—	10 6	
5000	34 0ea	—	51 0	
18000	110 0ea	—	165 0	
tablets				

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

325 C-A=Crookes-Anestan Ltd, Rankine Road, Daneshill Estate, Basingstoke, Hants. 0256-25051.
878 Napp=H. R. Napp Ltd., Hill Farm Avenue, Levensden, North Watford, Herts. Garston 75255.
985 Pilogene=Pilogene Ltd., 296 Kensington, Liverpool L72RR. 051-263 6451.
1070 Windsor=The House of Roberts Windsor, Colwick Industrial Estate, Nottingham NG4 2BY. 0602-247208.
1167 Spa=Spa Brushes Ltd., Freeman Works, Chesham, Bucks. 0240-56371.
1431 Erica=Erica Products Ltd., 231 The Vale, Acton' London, W.3. 01-743 0797.
1440WFL=Welfare Foods (Stockport) Ltd, 63 Higher Hillgate, Stockport, Cheshire, SK1 3HE. 061-480 9408.

	Trade	Tax	Retail	
lemon deep-cleanser				
115cc	—	—	9	
580cc	—	—	36	
marshmallow skin				
tonic	115cc	—	9	
580cc	—	—	36	
perfume No. 2, No. 5,				
ashen violet, blue				
narcissus, fougere,				
giroflée, jasmin, lilly				
of the valley, celeste				
protein skin cream	115cc	—	14	
115cc	—	—	10	
seaweed bath essence	115cc	—	8	
580cc	—	—	31	
shampoo's wild honey,				
herbal, plant oil	115cc	—	6	
115cc	—	—	23	
sunflower tissue oil	115cc	—	12	
580cc	—	—	46	
sun tan oil	115cc	—	8	
580cc	—	—	31	
vitamin hair tonic	115cc	—	9	
115cc	—	—	36	
wheat germ beauty	115cc	—	12	
mask	115cc	—	8	
wild honey hair nutrient	115cc	—	8	
hand cream	115cc	—	8	
for men				
after shave balm	115cc	—	12	
lotion	115cc	—	12	
hair cream	115cc	—	12	
talcum	84g	—	12	
Chlorstrepin (938 PD)				
Colgate (280 CP) 5 pack				
instant shave	17 11	6 6	5	
(1/2 doz)	(1/2 doz)	—	—	
Cow and Gate (307 C & G)				
milk food				
full cream	16oz	43 0	—	4
half cream	16oz	43 0	—	4
humanized	16oz	43 0	—	4
Croskell's (306 GC)				
yellow mixture	200ml	22 6	8 3	
500ml	47 9	17 6	7	
6oz & 16oz	—	—	—	
Cuckoo (453 Fecher) existing entry				
Cuckoo (453 Fecher)				
alum blocks carded	22 4	8 2		
animal wool	1oz	9 0	—	
1oz	16 0	—	—	
2oz	26 8	—	—	
8oz	87 0	—	—	
bandage fasteners (6)	10 6	—	—	
breast reliever	2oz	64 0	—	
brushes iodine loose	2 9	—	—	
carded	3 9	—	—	
brushes throat NHS	13 0	—	—	
caustic pencils 40%	8 0	2 11	—	
95%	13 0	—	—	
droppers medicine	3 8	—	—	
eye NHS	3 8	—	—	
ear caps babies	4 8ea	—	—	
enemas NHS	96 0	—	—	
eyebaths plastic squat				
NHS	3 4	—	5	
pedestal	3 4	—	—	
eye rods NHS	1 8	—	—	
menthol cones	9 0	—	—	
nasal douche NHS	9 4	—	—	
nipple shield glass NHS	8 4	—	—	
polythene				
NHS	7 0	—	—	
oiled silk 12x12in	21 4	—	—	
36x36in	15 4ea	—	—	
pumice stone boxed	14 4	7 10	—	
loose	12 8	7 0	—	
-styptic pencils				
3in carded	3 4	1 2	—	
2in in case	5 4	1 11	—	
syringe ear NHS	26 0	—	—	
teething rings carded	3 7	—	—	
whirling spray	8oz	120 0	—	
Dermicel (672 Johnson)				
surgical tape 1/2in x 5yd	26 0	—	—	
1 1/2in x 5yd	42 0	—	—	
2 1/2in x 5yd	76 0	—	—	
Dorothy Gray (385 DG)				
eye shades	128 0	70 0	2	

THIS WEEK'S CHANGES

	Trade	Tax	Retail	
Aerosporin (208 BW) TS				
vial 0.5mu.	12 4ea	—	17 0	1
Ambassador (1375 ATPL)				
after shave lotion				A
65ml	10 3ea	5 8ea	24 0	
113ml	15 0ea	8 3ea	35 0	
plastic pack	8 2ea	4 6ea	19 0	
Cologne for men 65ml	12 11ea	7 1ea	30 0	
113ml	19 9ea	10 10ea	46 0	
plastic pack	9 9ea	5 4ea	23 0	
deodorant aerosol 85g	8 9ea	4 10ea	21 0	
spray 70g	5 4ea	2 11ea	12 6	
hair oil for men 65ml	4 9ea	2 7ea	11 0	
pre-shave lotion 65ml	10 3ea	5 8ea	24 0	
113ml	15 0ea	8 3ea	35 0	
plastic pack	8 2ea	4 6ea	19 0	
shave bowl	11 6ea	4 3ea	24 0	
refill	4 10ea	1 9ea	10 0	
soap tablet	5 10ea	2 2ea	12 0	
talc for men	7 7ea	4 2ea	18 0	
vitaminise hair tonic				
113ml	11 6ea	6 4ea	27 0	
forty-four range				
after shave lotion				
100cc	8 11ea	4 11ea	21 0	
Cologne	10 6ea	5 9ea	25 0	
deodorant Cologne				
100cc	8 11ea	4 11ea	21 0	
pre-shave lotion				
100cc	8 11ea	4 11ea	21 0	

	Trade	Tax	Retail	
Beecham's (104 BP)				
powders + hot lemon				
6	24 4	8 11	3 11	C
tablets small	20 6	7 7	2 10	
Bourjols (150 Bourjols)				
bath cubes Freesia				
9337	11 2	6 1	2 0	•
rouge rosette brun	117	15 4	8 5	2 9 A
soap polythene bag				
pack (4)	9379	19 6	8 2	2 8
talcum Mountain				
Heather	9349	21 3	11 8	3 6 •
Canon (1136 Silber)				
cameras				
Canonet QL19	—	—	1199 6	•
QL17	—	—	1399 6	•
Charles Perry (960 Perry)				
almond deep-cleanser				
115cc	—	—	9 6	
580cc	—	—	36 11	
aqua euphrasie eye				
lotion	115cc	—	8 3	
avocado hand cream				
115cc	—	—	8 3	
calendula talcum	84g	—	8 3	
cosmetic lotion	115cc	—	9 6	
cucumber astringent	115cc	—	9 6	
580cc	—	—	36 11	
Indian elm foundation				
115cc	—	—	10 11	

	Trade	Tax	Retail	
(1160 Solport)				
stalls	11 0	—	1 4 A	
small	11 4	—	1 5	
medium	12 4	—	1 6	
large	13 3	—	1 8	
ex. large	14 0	—	1 9	
ex. ex. large				
eady (964 Personna)				
blades				
less single edge	4	46 0	16 11	3 7 •
	(24pkts)	(24pkts)		
e (1463 VBL)				
brewing kits				
2gal	6 2ea	—	8 6	
5gal	9 9ea	—	13 6	
2gal	6 10ea	—	9 6	
ac (307 C & G)				
16oz	43 0	—	4 2	1
(1153 SKF)				
methyl sal.	25g	24 0	8 9	3 9 •
1oz	—	—	—	D
elle (669 Sorelle) existing entry				D
ecary jar	107	57 4	21 0	8 11
e bath				
nauts	91	48 2	17 8	7 6
in bath	90	32 1	11 9	5 0
ian vase	92	63 9	23 4	9 11
decanter	97	83 0	30 5	12 11
le	89	80 4	29 5	12 6
l bottle	71	31 7	11 7	4 11
e bath refill	707	17 8	6 4	2 9
e car	929	31 7	11 7	4 11
pack	930	57 4	20 6	8 11
e tiger	923	50 10	18 2	7 11
dog money box				
79	40 6	22 3	6 11	
agne bubble bath				
19A	41 9	15 4	6 6	
ur	38	22 6	8 3	3 6
ature	40	11 9	4 4	1 10
pack	105	37 0	13 7	5 9
n wool puffs	705	33 9	9 11	5 0
decanter with				
salts	220	52 2	28 8	8 11
decanter bubble				
804	61 0	22 4	9 6	
bath cream	77	34 0	18 8	5 11
se	922	67 6	24 9	10 6
n perfume	815	40 6	21 9	6 11
Miss Bathtime				
809	55 0	24 7	8 11	
quaw	928	57 4	20 11	8 11
n bath salts	78	75 8	41 7	12 11
quaflora	956	50 10	18 8	7 11
ecanter	921	57 4	20 11	8 11
v.c.	73	63 9	23 4	9 11
holder	806	40 6	21 9	6 11
n bath salts	75	43 11	24 2	7 6
refill 1lb	706	13 2	7 1	2 3
doll	933	54 8	20 0	8 6
bottle creamy				
74	44 5	16 3	6 11	
hy Turtle	820	57 4	20 11	8 11
luck & soap	80	63 9	23 4	9 11
valrus & soap	81	63 9	23 4	9 11
y range				
203	12 6	4 7	1 11	
il soap	212	61 0	22 4	9 6
ecary jar	208	70 2	25 9	10 11
n leaves	214	57 4	21 0	8 11
erwick green				
808	20 10	7 8	3 3	
et ball	206	25 2	9 3	3 11
sea fish	213	28 11	10 7	4 6
soap	211	31 7	11 7	4 11
s & roses tray				
210	38 0	13 11	5 11	
or's House	300	20 10	7 8	3 3
y Mouse	200	9 8	3 6	1 6
ts 312; 313; 314	48 2	17 8	7 6	
n baskets	204	80 4	29 5	12 6
on-a-rope	306	38 0	13 11	5 11
animals	303	28 11	10 7	4 6
ducks	301	44 5	16 3	6 11
lamps	302	44 5	16 3	6 11
soap	308	16 1	5 11	2 6
pton	801	20 10	7 8	3 3
s (672 Johnson)				
es w.o.w. B.P.C.				
4 3	—	—	7	A
4 11	—	—	10	
4 8	—	—	1 2	
4 5	—	—	1 7	
es crepe B.P.C.				
25 0	—	—	3 0	
30 3	—	—	3 5	
36 2	—	—	4 2	
41 4	—	—	4 7	
47 2	—	—	5 2	
70 6	—	—	7 9	

	Trade	Tax	Retail	
cellulose wadding				
B.P.C.	16oz	36 0	—	4 0
cotton wool B.P.C.				
1oz	9 5	—	1 2	
4oz	26 4	—	3 0	
16oz	87 6	—	9 9	
cotton wool hospital				
1oz	8 2	—	1 0	
4oz	21 3	—	2 5	
16oz	67 6	—	7 7	
dressing pack sterilised	18 7	—	2 3	
gauze B.P.C.	1yd	14 2	—	1 9
3yd	31 2	—	4 0	
6yd	56 11	—	6 5	
12yd	110 6	—	12 2	
gauze and cotton				
tissue B.P.C.	16oz	104 0	—	11 9
Drug Tariff	16oz	88 0	—	9 9
incontinence pads	12	78 0	—	9 6 R
lint B.P.C.	1oz	14 1	—	1 9 A
4oz	45 0	—	5 0	
16oz	162 6	—	18 0	
lint boric	1oz	14 10	—	1 10
4oz	48 0	—	5 5	
multiple pack dressing				
No. 1	42 4	—	4 9	
No. 2	85 8	—	9 5	
N-A dressings	5 10	—	9	
sterilised lint dressings				
small	6 3	—	1 0	
medium	9 2	—	1 2	
large	14 7	—	2 0	
triangular bandage	21 3	—	2 7	A
Kodak (711 Kodak)				
Instamatic camera				
"25"	28 2ea	15 6ea	58 10	
"33"	40 0ea	22 0ea	83 6	
"33"	45 6ea	25 0ea	93 3	
"133"	77 8ea	38 6ea	154 3	
"233"	117 8ea	60 6ea	237 10	
projectors				
Carousel 5	800 0ea	440 0ea	1670 9	
Carousel 5-AV	1070 0ea	588 6ea	2234 8	
K.Y. (672 Johnson)				
jelly	41g	17 1	—	2 2 C
Li-to (308 Cow)				
hot water bottles				
Airflow junior	65 0	—	8 3	A
double heat	78 0	—	9 9	
standard	81 0	—	10 3	
major	90 0	—	11 3	
sheerline	84 0	—	10 6	
Mandleberg (1287 Vitalam)				
hot water bottles				
candlewick covered	10 5ea	—	13 11	
quilted satin	14 2ea	—	18 11	
velour	13 1ea	—	17 6	
Maybelline (1377 R & A)				
mascara magic	39 0	21 5	6 6 R	
refill	27 0	14 10	4 6	
Ultralash	39 0	21 5	6 6	
refill	27 0	14 10	4 6	
Milk of Magnesia (976 PL)				
4oz	22 6	7 5	3 0	A
12oz	51 11	17 0	6 11	
peppermint flavoured				
4oz	22 6	7 5	3 0	
8oz	41 3	13 6	5 6	
tablets	20 0	6 8	2 8	
handy	41 3	13 8	5 6	
medium	63 8	21 1	8 6	
large				
Nerissa (1160 Solport) existing entry				D
Nerissa (1160 Solport)				I
puffs duet foam 2½in				
(2)	15 9	8 8	1 4	
(2 doz)	42 6	23 5	2 5	
(3 doz)	4 4ea	2 7ea	8 11	
flock foam	(2)	25 6	14 0	4 4
fur 2½in	(3)	60 0	33 0	10 3
lambskin 3in	70 6	38 9	12 0	
lambskin bath with	82 0	45 2	14 0	
bow 4in	11 0	6 0	1 10	
4½in				
5in				
nylon 2½in				
velour single sided	16 9	9 2	1 5	
carded 2½in	(2doz)	(2doz)		
double sided carded				
2½in	11 3	6 2	1 11	
3in	12 9	7 0	2 2	
3½in	14 9	8 1	2 6	
4in	16 9	9 2	2 10	
Norlutin-A (938 PD)				
tablets	30			D
Norolen (1045 R)				D
Odo-Ro-No (256 CPL)				•
deodorant stick	15g	23 2	12 9	3 9
unperfumed	15g	23 10	8 9	3 6
roll-on	40g	36 5	20 0	5 11
squeeze pack	30g	27 9	15 3	4 6
Dri Mist aerosol	120g	48 8	26 9	7 11
old packs				D

	Trade	Tax	Retail	
Palmolive (280 CP) 5 pack minimum order				
rapid shave regular,				
lime or mint	17 11	6 6	5 3 R	
(½doz)	(½doz)			
Panagesic (898 Northern)				D
Pegina (1417 Coraline)				A
indigestion mixture	48 0	17 8	6 11	
Pedigree Chum (967 Petfoods)				A
handy	71 6	13 10	1 5	
(6doz)	(6doz)			
large	89 7	17 4	2 8	
(4doz)	(4doz)			
Personna (964 Personna)				
blades platinum	5	42 10	15 9	4 4 •
(20 pkts)	(20 pkts)			
Portia (1160 Solport)				A
animal wool	1oz	9 6	—	1 2
1oz	17 6	—	2 2	
2oz	29 0	—	3 8	
8oz	92 0	—	11 6	
16oz	16 0ea	—	24 0	
baby balances	D57	72 0	—	9 0
D60	156 0	—	19 6	
blackhead remover	7 9	4 3	1 4	
caustic pencils	17 0	—	2 2	
iodine brushes loose	5 2	—	8	
carded	5 6	—	9	
nail brush	B518	28 0	10 3	4 4
B519	22 6	8 3	3 6	
B516	33 6	12 3	5 3	
pumice stone (mouse)	14 6	7 11	2 6	
styptic pencils carded				
3in labelled and cello				
wrapped D1660C	4 8	1 8	9	
2in. in plastic case				
D1663C	7 3	4 0	1 1	
tincture and lotion				
brushes				
duck size	4 8	—	7	
favelon	5 9	—	9	
goose size	7 0	—	10	
Robinson's (285 Colman)				
barley cereal				D
low calorie drinks				D
patent groats				D
triple strength drinks				D
sweet corn cereal				D
Sedacal (1493 Zyma)				R
tablets	20	5 0ea	—	7 6
100	21 10ea	—	32 3	
Simbix (67 Ashe)				
slimming plan 14 day	84 0	—	9 11 •	
Sorex (1162 Sorex) existing entry				D
Sorex (1162 Sorex)				I
1 rodenticide	11b	—	7 6	
61b	—	—	33 0	
11b	—	—	14 3	
61b	—	—	66 0	
warfarin bait	11b	—	4 0	
31b	—	—	8 9	
71b	—	—	17 6	
281b	—	—	52 6	
Spontex (1174 Sponcel)				
Moppet sponge	18 3	10	10 A	
(3doz)	(3doz)			
Thomson's (1231 Thomson)				A
capsules iodised				
vitamin	75	90 0	—	10 0
cod-liver oil cream	8oz	74 0	—	8 0
20oz	146 0	—	15 6	
iodised cream	8oz	74 0	—	8 0
20oz	146 0	—	15 6	
Tuf (1174 Sponcel)				
plastic sponge	17 0	6 3	2 8 A	
Twice as Lasting (525 Golden) existing entry				D
Twice as Lasting (525 Golden)				I
hair style retaining lotion				
No 1 or 2	single	12 0	6 7	2 0
large	54 0	14 10	9 0	
for greasy hair	single	13 6	7 5	2 3
large	58 6	32 2	9 9	
with colour	13 6	7 5	2 3	
Vaporoie (208 BW)				
aromatic ammonia	6	2 6ea	11ea	4 8 C
Whiskas (967 Petfoods)	75 8	14 7	1 6 A	
(6doz)	(6doz)			
Witch Doctor (427 Ethichem)				R
(distributors 128 Biometica)				
witch hazel gel	27 0	9 8	3 11	

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IA-LOXIN	250 mg.	26/- (£1.30p.)	.. 51/- (£2.55p.)	.. 100/- (£5.00p.)
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(Penicillin V. B.P.)	250 mg.	43/- (£2.15p.)	.. 85/- (£4.25p.)	.. 160/- (£8.00p.)
IA-PRAM	25 mg.	14/6 (£0.73p.)	.. 28/- (£1.40p.)	.. 55/6 (£2.78p.)
(Imipramine B.P.)				
IN-SOLONE	1 mg.	4/3 (£0.21p.)	.. 7/3 (£0.36p.)	.. 13/11 (£0.70p.)
(Prednisolone B.P.)	5 mg.	12/6 (£0.63p.)	.. 24/- (£1.20p.)	.. 47/3 (£2.36p.)
IA-SONE	1 mg.	4/- (£0.20p.)	.. 7/- (£0.35p.)	.. 13/5 (£0.67p.)
(Prednisone B.P.)	5 mg.	11/6 (£0.58p.)	.. 22/6 (£1.13p.)	.. 44/5 (£2.22p.)



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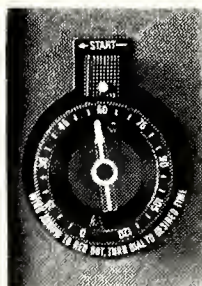
And they use dual-image range-finder-viewfinders.

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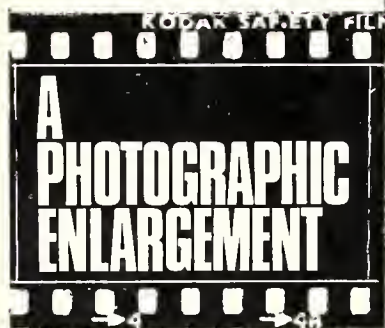
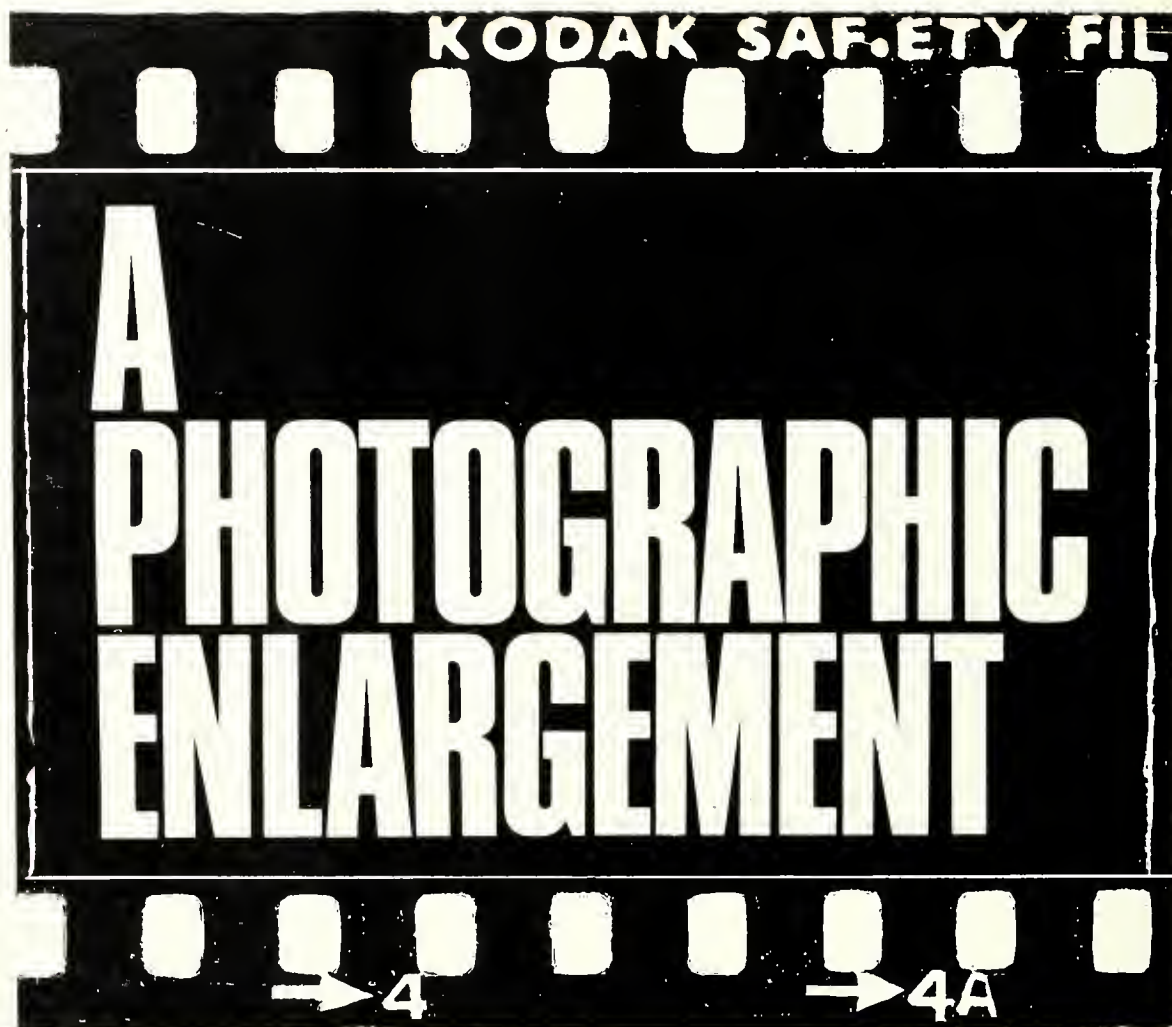
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cine models for 1970

kodak

Four new Instamatic movie cameras become available from Kodak from mid-April. All have similar styling, being small and easy to handle and feature "instant" loading with super 8 cartridges, a single speed of 18 frames per second, fold away pistol grip, filter key to remove built-in Type A filter and a wrist strap.

Lowest priced camera in the new range is the M22 (£24 10s 9d), *photo 1*, with fixed-focus 14-mm f/2.7 Ektanar lens and optical viewfinder. Exposure control is manual and a simple exposure guide is located on the pistol grip.

The Instamatic M24 (£36 11s) has all the features of the M22 model, plus automatic CdS exposure control. The lens fitted is the fixed-focus 14-mm f/2.7 Ektanar, as in the M22. A red warning signal appears in the optical viewfinder when there is insufficient light for movie making.

Third model in the range, the M26 (£47 15s 6d), is similar in styling and features to the Model 24 but has the additional advantage of a fixed-focus f/1.8 Ektanar lens of 13-mm focal length.

The most versatile model in the new range is the Instamatic M30 (£73 12s 4d), which is equipped with an f/1.9 13-28 mm power zoom lens. Focusing range of the lens is from 6 ft to infinity with symbols for "close-ups," "groups" and "scenes." The controls for the power zoom are located on top of the camera, and manual control is on the left hand side of the camera. M30 model has a through-the-lens reflex finder with a rubber eye-cup.

eumig

The result of technical progress and market research, the new wide range of Eumig cine cameras provides amateurs at all stages of technical development and know-how with a camera suited to their needs. The range comprises the Viennettes 3, 5 and 8, and the small-size Eumigette 2.

The new Eumigette 2 (£42 19s 4d), *photo 2*, is a low-priced, quality camera, suited to newcomers to the ranks of amateur movie-makers. Its flat, short shape makes it easily transportable and a handy companion. The Austrogon f/1.8 zoom lens offers sufficient freedom in the selection of the appropriate shot, while the Eumig Servo Focus mechanism makes any further adjustments during the course of a zoom unnecessary. Exposure is fully automatic using a TTL CdS meter.

Two technical features contribute most to the success of the new Viennette 3: the ing conditions and the automatic setting of the largest depth of field.

The Servo-Focus system automatically sets the lens during variations of focal length in such a way that depth of field reaches from infinity to as near as possible to the moviemaker.

The camera is fitted with the Austro-zoom f/1.9 9-27 mm lens and has two filming speeds 18 x 24 fps.

The Viennette 5 is intended for experienced amateur moviemakers.

A special lens was developed for this camera, the 14-component Vario-Viennar, with an aperture of f/1.8 and a focal length ranging from 8 to 40 mm (5 to 1 zoom) offering the possibility of special effects outside the range of the normal amateur.

A macrocinematographic attachment permits the making of format-filling shots of objects 28 to 150 mm long. A further feature of the Viennette 5 is the possibility of pre-setting the aperture to allow stress to be placed on particular details of a scene.

Top model of the new range is the Makro-Viennette 8 whose most remarkable feature is the Makro-Viennar zoom lens that reaches continuously from 7-56 mm.

Distributors of Eumig equipment in the United Kingdom are Johnsons of Hendon Ltd, Hendon Way, London NW 4.

Johnsons have announced the introduction of the Eumig No 2 movie outfit comprising — the Eumig C10 Super 8 camera with the Mark 501 projector.

Normally costing £99 8s 9d if bought as separate items, in the No. 2 movie outfit, they sell at a recommended retail price of £89 5s 2d.

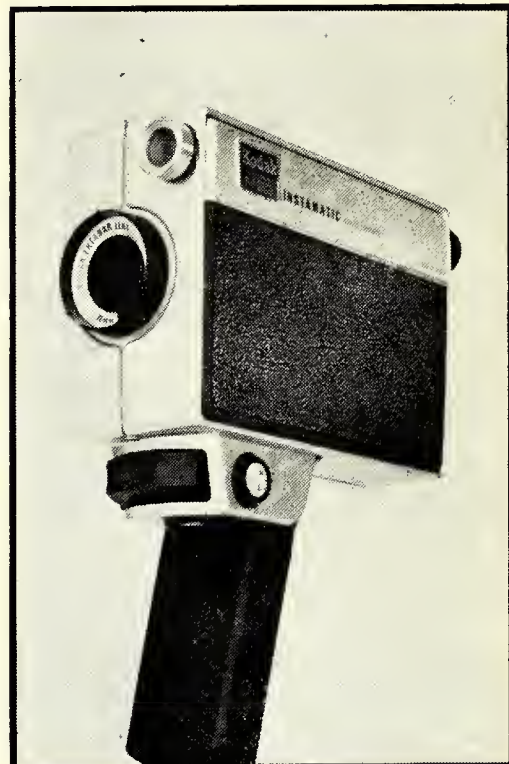
bell & howell

A complete home talkies system. Filmosound 8, and a new budget-price Super 8 camera with power zoom and full Focus-Matic automatic distance-setting are among the products being introduced this spring by Bell & Howell A-V Ltd. Also scheduled to arrive during the early months of this year are the compact Model 372, *photo 3*, camera, its zoom lens companion, the Model 374, and a variety of accessories, including a new movielight.

Filmosound 8 comprises three complementary pieces of equipment: a projector, the Model 428, which also projects silent movies, 8-mm and Super 8; a cassette-loading portable tape recorder, the Model 450, in a leather carrying case with microphone in an easy-access pocket and a shoulder strap for convenient carrying; and one of two alternative cameras, the zoom lens (11-35 mm) Model 442 with full Focus-Matic and the inexpensive Model 375 with 12.5-25 mm zoom for manual operation with semi-automatic Focus-Matic distance measurement.

For silent shooting only, the Model 309 Super 8 camera is to be introduced. With full Focus-Matic distance setting and power zoom (10.5-26.5 mm), this is a deluxe version of the popular Model 308.

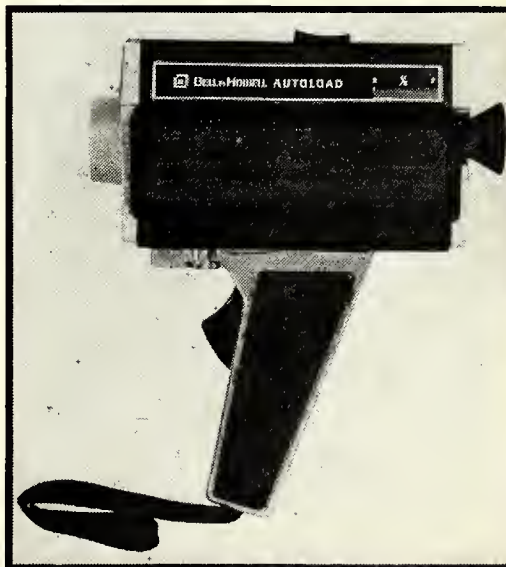
Prices of the equipment appear in this week's quarterly price list supplement except for that of the Model 309 camera which has yet to be announced.



1



2



3

photographic equipment review

Agfa Iso-Pak Ci camera outfit. Made in Germany and distributed in Britain by Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex. Recommended retail price £9 15s 1d.

Plain styling of a black moulded body with bright and satin-finish trim and front panel make this an attractive camera to pick up and handle. On this model there is a metal lever wind, the tip of which normally lies close to the back of the camera with just sufficient curve on the tip to make it easy to swing the lever across through rather less than a right-angle to move on the film, rotate the flashcube, should one be in use, and re-set the shutter for the next picture.

The front panel is simple and without frills; the lens housing being set rather low down just left of centre—the Parator

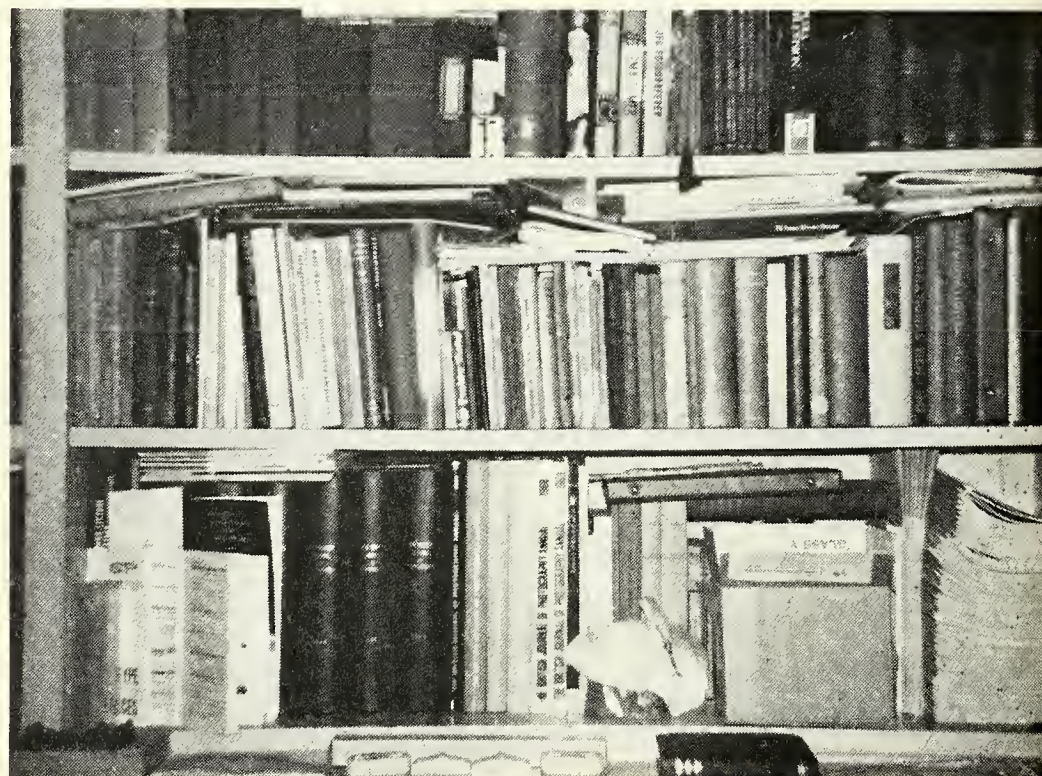
825 cells side by side. A small point of criticism here is that this cover is rather thin and not captive so that it is easily dropped when unclipping it from the body of the camera.

At the right-hand side of the body there is the door latch and a recess and cross-bar round which the black braided cord wrist-sling is looped.

The back of the camera is hinged at

the left-hand side and has the feature, incorporated in a number of Agfa cameras of this type for 126 cartridges, of an in-built lifting spring at the left-hand end of the cartridge recess which raises that end of the cartridge, thus making it very easy to remove. Apart from the main part of the battery cover in the bottom of the camera there is also a standard $\frac{1}{4}$ -in tripod bush.

The camera was used under normal circumstances both outdoors in sunshine and indoors with flash and handled normally, with the ease which has come to be expected with 126 loading and operation. The results are good of their type and well within the capabilities of anyone who will take the necessary few moments to read the eight short paragraphs of instructions which are individually illustrated on the fold-out cover of the booklet . . . all of the pictures are visible at the same time and clearly identified.



lens is well recessed into the mount. In the top right-hand corner of the front panel there are three items to note (i) the "eye" of the exposure warning device, (ii) the tiny press-button of the "state of batteries" check, and (iii) the front element of the viewfinder.

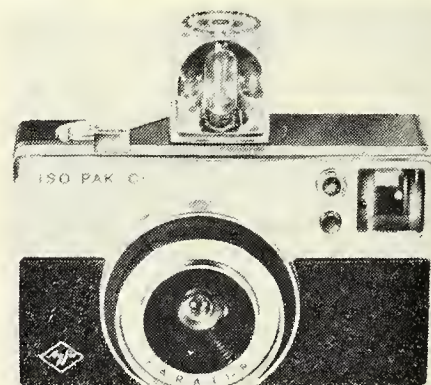
Almost in the centre of the top panel is the rotating socket for the flashcube, with the lever wind near the right-hand side . . . just forward of this is the rectangular upstanding release button which projects rather less than $\frac{1}{4}$ in (about 5 mm) above the top bright metal trim.

The release action is quite smooth and is locked following an exposure. The back panel of the camera is very plain with the viewfinder opening at the top left-hand side and the usual glazed horizontal aperture through which may be seen the cartridge numbering, etc.

The left-hand side of the camera has, near to the bottom edge, the upturned moulded clip of the battery-compartment cover which gives access to the compartment holding a pair of Mallory Type PX

Agfa Iso-Pak Ci camera outfit

FILM SIZE	126 cartridge
MANUFACTURER	Agfa Gevaert AG, Camera-werk, München, Germany
DISTRIBUTOR	Agfa-Gevaert, Ltd, Great West Road, Brentford, Middlesex
LENS	42-mm Parator f/11
SHUTTER	1/80 sec—outdoors; 1/40 sec—flash
FEATURES	Simple in operation with red warning indicator in poor light conditions
ACCESSORIES	Camera case, plastic er. Ref: 6182
DIMENSIONS	$4\frac{5}{8} \times 2\frac{7}{8} \times 2\frac{1}{4}$ in (118 x 73 x 58 mm)
WEIGHT	7 oz (198 g)
IN PRODUCTION	January 1970
DATE OF REVIEW	March 14, 1970
RECOMMENDED	£9 15s 1d inc PT
RETAIL PRICE	Carrying-case extra at £1 8s 8d



Instamatic 333 camera outfit. Made in Germany and distributed in Britain by Kodak Ltd, Kodak House, Kingsway, London WC2.

This is another in the elegant and interesting series of simplified 126-cartridge type cameras produced by the Kodak organisation. It continues the basic principle of simplicity in operation, clean design and functional utility. As might be imagined, it handles well and produces results that will satisfy the many users into whose hands it falls.

Its faceplate states that it is "electronic" and although this might possibly frighten off a few potential users, the incorporation of an automatic-exposure system means that there is an even greater chance of successful results on most occasions than might otherwise be the case.

The body is moulded from black plastic and slightly less than half of the upper portion of the front panel has a bright metallic trim — the fixed-focus lens is housed in a metallic-finished surround. Just above the lens assembly and slightly to the right of it is the "eye" of the exposure system and to its right the front element of the viewfinder. To the left of the lens centre is the release bar—it lines up with the top front edge of the front trim, and cannot be depressed until the film has been wound on and the shutter set.



The smaller reproductions on this and the opposite page are from the centre of an 8x enlargement and are shown same size. Normal speed black-and-white film was exposed in the camera placed on a firm support and the negative was developed in a standard developer. A "straight" enlargement was made on normal paper, simulating a whole-plate print which is usually the largest size asked for from this size of negative

The larger reproductions are full-frame enlargements from negatives exposed by flash.

The top panel is also clean and uncluttered—the rotating socket for the flashcube is slightly left of centre and at the right-hand side is the wind-on mechanism. In this instance the disc has an extension arm which lies snugly against the body—the serrated tip is easily caught by the thumb and a sweep of about 90° serves to move on the film and set the shutter. The back panel has the viewfinder eyepiece at the top left-hand corner and the

usual clear window for indicating film type and exposure number.

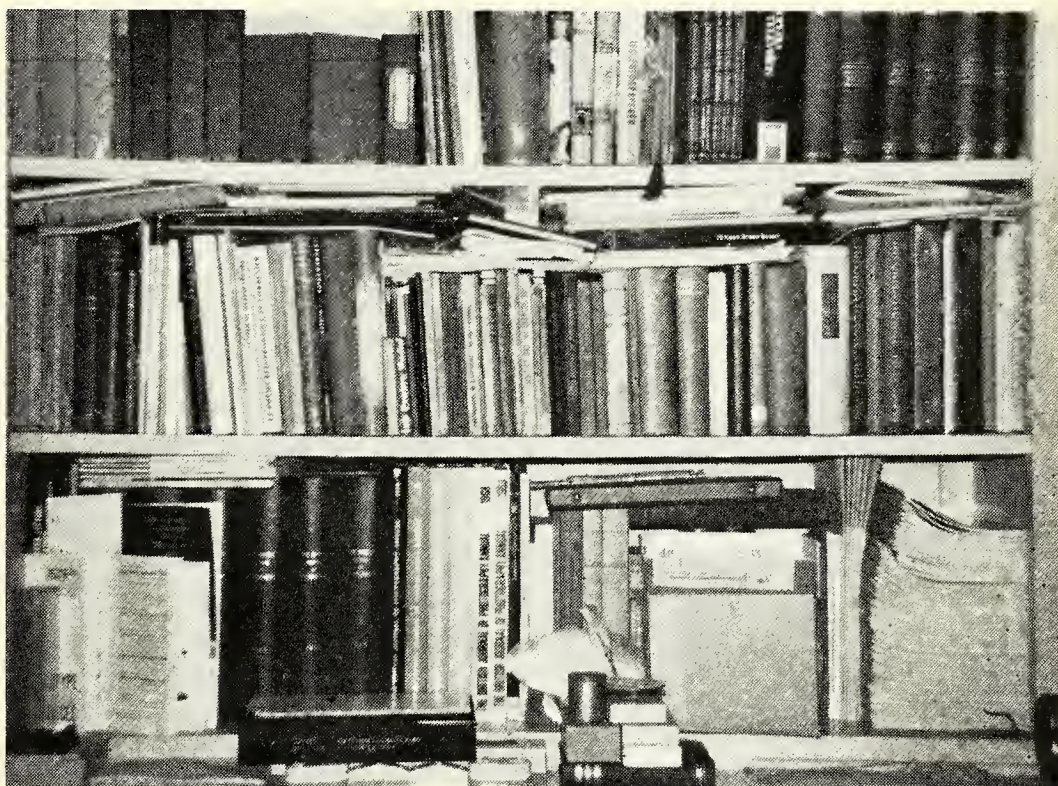
On the left-hand end panel there is, at the top, a metal plate projection into which the braided-cord wrist-sling can be clipped; at the bottom is a small hinged flap with a spring catch for the twin circular PX-825 battery compartment. On the right-hand panel is the latch for opening the camera back; the bottom of it is fitted with a standard "English" tripod bush. This is necessary in view of the fact that the "electronic" shutter provides for exposures as long as 10 seconds or so.

The CdS cell in the exposure system will measure and automatically set a range of exposures from 1/300 sec down to the figure just mentioned—about 10 seconds. The lens has an aperture of f/11, and this provides for a depth-of-field from four feet to infinity. However, when a shutter speed of less than 1/30 sec is required, a warning light in the viewfinder

tells the user that a firm support is necessary. When using flashcubes the shutter is automatically set at 1/30 sec.

But, for many people, however "fool-proof" the camera may be, it is the instruction-book that is the crux of successful operation of the camera. The one supplied with this Instamatic 333 colour outfit is as good as the preceding ones in the series.

As is the custom with all C&D reviews, a series of practical tests was made with the camera, outdoors and with flash. When the exterior tests were being made the sunlight was fitful and varying. However, a series of exposures made under these conditions shows remarkably little variation between one picture and the next, indicating that the automatic-exposure system was functioning well. The camera exemplifies the present trend to "aim and shoot" with a high degree of successful picture-making.



Kodak Instamatic 333 camera outfit

FILM SIZE	126 cartridge
MANUFACTURER	Kodak AG, Stuttgart, Germany
DISTRIBUTOR	Kodak Ltd, Kingsway, London WC2
LENS	f/11 fixed focus
SHUTTER	Electronically-controlled from 1/300 to 10 sec
FEATURES	Automated simplicity under wide range of conditions; provision for cable release and use on tripod
ACCESSORIES	Camera case: 18s 4d
DIMENSIONS	4½ x 2¾ x 2¼ in (115 x 70 x 58 mm)
WEIGHT	8 oz (226 g)
IN PRODUCTION	January 1970
DATE OF REVIEW	March 14, 1970
RECOMMENDED	£24 19s 6d inc PT
RETAIL PRICE	Carrying case extra at 18s 4d



adding sound can pay

The use of sound to complement film is growing in popularity with amateur photographers. The *Chemist and Druggist* asked Eric Fairfax, a well-known writer on photographic topics, how the chemist could profit from this. Mr. Fairfax writes:

"Adding sound to colour movies need not be complicated, need not be expensive; and it can add appreciably to the profitable turnover of your photographic counter or department. In fact, we can turn that statement around effectively. To make money out of sound on an extremely modest capital outlay, you need simple equipment that your customer can afford.

Yet your modest capital outlay is not enough. You'll only sell if you go to the slight trouble of first doing-it-yourself so that you can *demonstrate* with some authority.

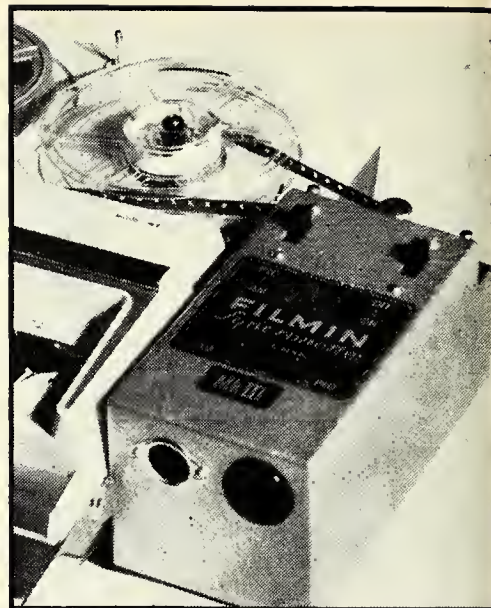
So let us take it that there is something you'd like to film and record in sound. You could do it by running tape recorder and camera separately. Unfortunately, although this is certainly easy and may be reasonably satisfactory if your projector has a synchronous motor (ie runs at a constant speed) or on short lengths of film with a fixed-speed machine

— or again it may be adequate for accompanying music — the introduction of sound effects and speech, depending on precise timing, needs some method of locking together the camera and recorder, and then the projector and recorder. This is where the synchroniser plays its part.

It would need many articles to examine and compare all methods of synchronisation that have been devised and also to discuss the new Bell & Howell and Eumig systems. Moreover, these latter two would scarcely come within a "modest outlay" for a pharmacist feeling his way into sound sales.

To do the job of putting synchronised sound on colour movies, you might consider investing in a simple Synchronette unit at £34 retail. This is a legitimate business expense for your own use, since you must demonstrate to sell, and if you have a cheap cine camera modified you can lend this to your customer while he is awaiting the modification of his own or new equipment. You have the security of this and he will be grateful to you for letting him start shooting his own colour sound movies right away!

To the cost of the synchroniser, you



must add the cost of modification for electrical pulse synch on both camera and projector and also carriage and insurance. The whole is likely to come to something over £50 retail. The camera must be driven by an electric motor.

This is no drawback. A man with a cheap cine camera will usually "swap." If he has an expensive one, he may well buy another to keep his sound outfit separate. The Halina Super 8 modifies easily and cheaply, by the way. Tape recorder? Surprising how many people have one. If not, this introduces more sales possibilities."

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products and services

Wholesaler's wider territory

From April 1, all retail photographic suppliers in the south of England will enjoy the benefits of an extended van delivery service operated by the wholesale photographic company Jonathan Fallowfield (TPL) Ltd, Poynings, Sussex. The TPL van service previously covered only the counties of Kent, Surrey, Sussex, Hants and the Isle of Wight. However, an expansion of 40 per cent in TPL sales volume during 1969 in this territory alone has prompted the company to extend the service to the whole of England south of the line from the Thames estuary to the Bristol Channel and extending from North Foreland in the East to Land's End in the West.

To assist in this extended service, Mr B. Clements was appointed from February 1 as sales representative to cover the whole of the territory. Mr Clements, who is 35 years old has nearly 12 years' experience of photographic sales and distribution, exclusively on the wholesale side.

Four processing stations

With stations in London, the West Country, South Wales and Eire, Britannia Works Co Ltd and its associated companies provide an extensive coverage in area for both black and white and colour processing.

Sited on the Woolwich Industrial Estate, Kellner Road, London SE 18, the company provides a 24-hour turnaround on black and white work and 48-hour on colour, these times being "often bettered."

The associated companies are Devon and Cornwall Film Service, Liskeard, Cornwall, Hodgers Laboratories Ltd, Ardee House, Ardee Street, Dublin 8 and H. G. Lewis Ltd, Old Road, Neath Abbey, Neath, Glamorgan.

East Coast wholesaler finisher

Chemists in the Skegness area are offered the chance to have all their photographic requirements, for equipment, films and chemicals as well as processing on one account.

Providing this service are Wrates, Lumley Road, Skegness, Lincs. Wrates, who are distributors for Agfa, Ilford, Johnson, Kodak, Mallory and Polaroid give 7 per cent discount off net prices of cameras and filters and 7 per cent off the purchase tax.

A processor diversifies

Thos. Litster, the Peebles photofinishers, have expanded into the field of wholesaling.

They are able to supply most makes of camera and other photographic equipment and have been appointed as distributors in Scotland for Arrowtabs, Bell & Howell, Hanimex, Ilford, Kodak, Mallory, Silber, Philips and Atlas. Their address

is now: P.O. Box 7, March Street Industrial Estate, Peebles.

Midlands' finisher progresses

Photique, photographic processors, of 46 Potters Hill, Birmingham, whose vans operate within a 30-mile radius of the city, report a steady increase in business each year, both in black and white and colour, with colour taking the lead. In March, 1969, they changed from Kodak paper to the 3M product After 12 months' experience with the new paper they express themselves well satisfied with it.

Defence against smash & grab

No chemist wants to be subject to the attentions of the smash-and-grab raider, with the attendant worry of insurance claims, police inquiries and repairs.

A company that specialises in protective devices for shop premises is E. Pollard (Display) Ltd who offer security grilles that give window protection while allowing the merchandise to be seen by the passer by. In the daytime when the risk of a raid is lower, the grilles can be retracted to leave an unobstructed view.

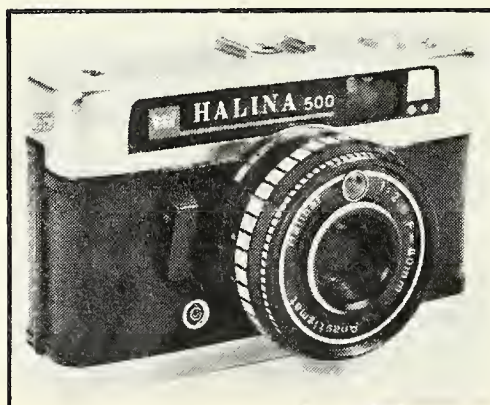
Sell more flash

Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC 2 whose products are well-known for quality offer the Flashpack 6 with all types of flashbulb and cube in one pack. A bonus for the chemist is a free interlocking storage system. Details elsewhere in this issue.

New compact Halina camera

The well-tried range of Halina cameras marketed by J. J. Silber has been supplemented by the introduction of the Halina 500, a compact, full-frame 35 mm camera with fully automatic CdS metering. The camera is fitted with an f/2.8 lens and the exposure system can be set for films from 25-400 ASA. Both co-axial and centre shoe flash contacts are provided, exposures being set manually.

In April two new 126 cameras in the Halina range are being introduced. The Halina Computer and Halina Computer Easymatic, each of them featuring a fully automatic exposure system. (J. J. Silber Ltd, 11 Northburgh Street, London EC 1.)



Arrow small display unit

A counter unit packed with the most popular of Arrow's accessory merchandise is the latest dealer display unit to come from Arrowtabs Ltd. Containing well over 60 items, it takes up less than one sq ft of space, and is designed to broaden the photographic department of the chemist's shop, where space is always at a premium.

Contents include lens tissues, Arrow-mounts, photo-corners, cable releases, photo albums, viewers, movie titles, reels and cans—a total retail selling value of £18 14s 9d.

Full quantity, price and tax breakdown are itemised in a leaflet available from: Arrowtabs Ltd, Humber Road, London NW 2.



FP4 in cartridge pack

Ilford Ltd, Ilford, Essex, are, from April 1, making their well-known, medium speed, fine-grain film FP4 available in 126 cartridges for users of this type of camera.

Ilford say that with the increasing number of quality cameras taking this size of film they feel that they should provide a film that can match the performance of the lenses used.

They are discontinuing Selochrome film in 126 cartridges (sold as "black and white" film). Other sizes of Selochrome will continue to be sold.

Recommended developers for FP4 are Perceptol and Ilfosol which were recently introduced specially for that film.

Range still growing

Vestric Ltd, whose head office is at Run-corn, Cheshire, state that they are continually endeavouring to widen their range of photographic goods. No two of the company's 35 branches carry an identical range of stock but each is able to supply cameras, films equipment and accessories.

Taken as a whole, however, the company's range can be described as truly comprehensive and, taken with the "nation-wide" delivery service provided by the branches, means that chemists anywhere can obtain all photographic requirements speedily.

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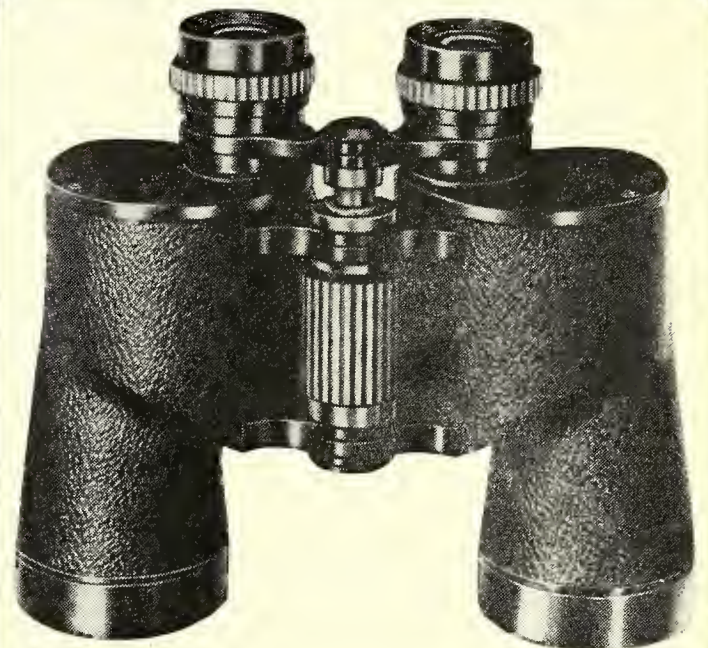
To Arrowtabs Ltd, Humber Road, London, N.W.2.
Please send us one of your units/Further details.

Name
Address

Signature
I have an account/Please supply through (Please give your photographic wholesaler with address).

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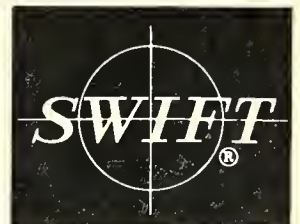


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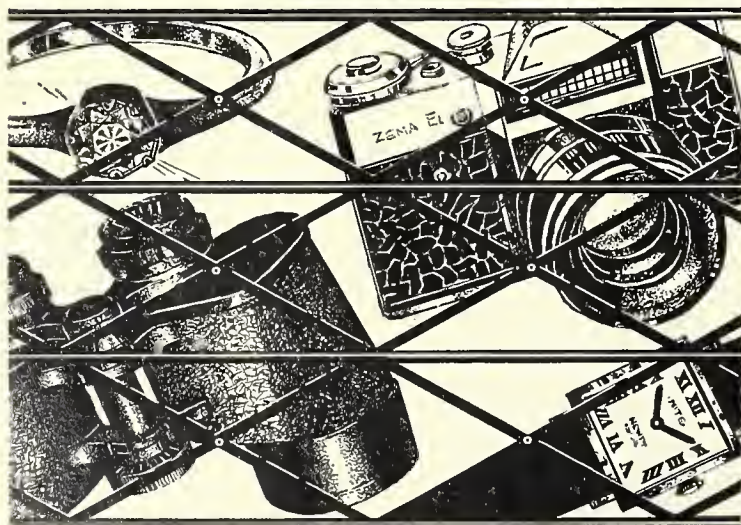
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full of bright ideas from Philips



Flashpacks started with Philips. So what's new in the new Flashpack 6? Each Flashpack contains 100 PF1B, 80 Super AG1B and *three* free Handipaks containing 36 PFC4 Flashcubes (144 flashes).

All your flash requirements in one pack plus your own free interlocking storage system.

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These free Handipaks interlock on all sides and can be wall mounted if desired. Nice, handy storage systems for filters, adaptors, lenses, etc. Every new Flashpack 6 order brings you three more!

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PHILIPS ELECTRICAL LIMITED, Lighting Division, Century House, Shaftesbury Avenue, London, W.C.2.

Philips brighten up photography



PL3791PF

COMMENT COMMENT COMMENT COMMENT COMMENT

A permanent fixture?

One fact emerges clearly from the rather indeterminate Reddaway report on Selective Employment Tax—there is little likelihood of the tax being removed or mitigated in the immediate future.

That was foreshadowed last November in a Commons reply given by William Ross, Secretary of State for Scotland, when he said: "Anyone who suggests that SET could be removed without putting something else in its place is deceiving the public (*C&D* November 29, 1969, p 478).

Now Reddaway declares rather ominously: "In 1966 SET was introduced as a net addition to taxation rather than in replacement of some other form of tax. Nevertheless, we conceive our task as being to assess what the effects of SET are, *as against having some alternative tax in its place*, or an increase in the level of some other tax."

In talking of possible alternatives, the report, predictably, mentions "a general value added tax," a form of levy that already has considerable support, but which would certainly not be in the interests of independent chemists if applied at a flat rate throughout industry.

The value added tax has, however, one major drawback compared with SET as a revenue-raiser—it would be much more complex and costly to administer.

And that, of course, was one of the factors in SET's favour at the time of its introduction—much of the necessary machinery was already in existence.

For SET was conceived primarily as a revenue-raiser, and anyone who still doubts that would surely find his opinion shaken after reading Reddaway. And the unwritten message of the report is clear: SET, or an alternative, will be with us for some time yet.

To those who remember the "temporary" nature of purchase tax when it was introduced the outlook is bleak.

But there are some consolations. At least pharmacists can reflect that part of their SET payments is offset through NHS remuneration—the present balance sheet arrangement with the Department of Health provides for any increases or changes to be fed into the remuneration "equation," so far as they can be related to the cost of providing the pharmaceutical service.

And should the Budget contain an increase in SET—as has been suggested—its effect could also be mitigated for pharmacists in another way. Last week the *Daily Mail* reported: "Budget changes in SET to pay for the abolition of prescription charges are being tipped."

Another fence down

It seems that any retailer can now use the phrase "Chemist Sundries" to describe his goods so long as he does not use the title chemist in relation to himself. That follows from the unanimous decision of Lord Justice Parker, the Lord Chief Justice, Mr Justice Asquith and Mr Justice Donaldson. Their findings (see p 347) may come as a surprise to many pharmacists, but in point of fact the appeal was brought as a test case to determine how much protection pharmacists have under Section 19 1(b) of the Pharmacy

Act 1954. It followed a number of unsuccessful prosecutions under that section.

The decision was given in the Appeal Court when the Society appealed against the dismissal by a stipendiary magistrate (see *C&D* August 30, 1969, p 180) of a summons alleging that Mr Harry Weeks had used illegally the title "chemist" in connection with sales in his store. Mr Weeks was not a pharmacist. An inspector of the Pharmaceutical Society had noticed a sign in Mr Weeks's shop stating "Wyn's Chemist Sundries," and the Society took legal action.

The Lord Chief Justice, giving his decision, said that no one in his wildest imagination could possibly have thought that Mr Weeks was asserting he was a chemist. The Court came to its decision without calling upon Mr Weeks to make any submission. Thus it can be readily appreciated that the appeal judges found no difficulty in coming to their decision.

So, in future, before a person who is not a pharmaceutical chemist can be convicted of an offence of using the title "chemist" in connection with the retail sale of goods, it must be shown that he took or used the title for himself.

So, another piece of legislation has been "clarified" and the result will not be to the liking of the pharmacist in retail practice.

Brighter photographic days ahead

In one week's time it will be the spring equinox, and chemists should now be preparing for the brighter days ahead with the accompanying increase in photographic activity. In this week's supplement, the *C&D* presents food for profitable thought.

Among the main ingredients for success, as two of our contributors point out, are enthusiasm for photography and knowledge based on practical experience. That chemists have not always cultivated these attributes in the past is shown by the spread of specialist photographic dealers and the comment made to us by several distributors that "we've tried selling through chemists but find they're not interested."

This view may of course indicate that the distributor concerned has made too little effort to promote his goods to chemists, or has failed to provide them with sufficient promotional support. However, there are still a number of distributors who declare themselves in favour of chemists. Let chemists support them and in doing so improve their share of the photographic market.

A major depressing factor in the photographic economic climate has been the high rate of purchase tax. It is understood that preliminary figures for 1969 show that sales of cine equipment dropped for the second successive year. That means that a large proportion of the market remains untapped.

Some amateur photographers will never be satisfied with their efforts and will continually strive to produce better pictures. But most will be content with "Mum and the kids" — unless the chemist shows them that better things can be achieved. Here we come back to the point that it is enthusiasm that counts—and sells.

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Spray-Away, by Ishbel Webster of Total Beauty.

SELLING GARDEN AIDS

by J. Stubbs BSc PhD

Home-owners are turning more and more to modern gardening aids, both mechanical and chemical, and this suggests a usefully-expanding market for the pharmacist in retail practice.

He is, of course, in competition with the specialist gardening shops, but a share of this market can make a welcome "plus" for his business.

In spite of the modern trend towards tower flats, gardening is still Britain's number one hobby. Surveys show that out of a total of 17½ million households about 13½ million have gardens.

There has, however, been a swing away from purely utilitarian to more decorative gardens, and as more and more use is made of the garden as an extension to the home it is becoming a status symbol. This is particularly the case in new open-plan estates where the front garden no longer hides behind walls, fences or privet hedges but is exposed to public view. At the same time gardening has to compete with a wide range of other leisure activities.

In order to assess the products that are of interest to gardeners, it is useful to build up a picture of the modern garden. First of all, it is rather small, being on average only 2,000 sq ft. About 80 per cent of all gardens, ie, 11 million, have lawns, and these occupy about half the area.

Roses are featured in 11 million gardens, and it is of interest that more than 40 million rose bushes are sold each year. Ornamental shrubs and other types of perennial plantings are also popular since these involve little maintenance other than weeding. Thus the main areas of activity with the mass gardener are lawn care, rose care and general weeding.

There has been a marked rise of interest in lawn maintenance in recent years. Owners aim to develop lawns with a good green colour, which are relatively free from weeds and have a good texture. To achieve this, they buy fertilisers and weed-killers, either as separate items or as combined feed/weed products. Already about 4 million lawn-owners use a lawn fertiliser, spending £2,000,000 a year at retail prices.

Lawn weedkillers are used by 2½ million gardeners at a cost of £500,000 per year. Thus substantial markets in these products are already established even though they are only used on 40 per cent and 25 per cent of existing lawns respectively. There is therefore plenty of room for expansion.

In recent years, moss on lawns has become a major problem. Its present prevalence is due to the following factors:

- Many lawns are laid on unsuitable and ill-prepared soil. Consequently the grass growth is restricted.
- As mentioned earlier, many lawns are not adequately fertilised, which

again reduces the vigour of the grass.

- Lawns are generally mowed too closely, or even "scalped". This too weakens the grass.

All these factors lead to the development of thin grass with too much bare soil available for invasion by moss. Chemical moss killers for use on lawns are therefore in increasing demand. These, to be really effective, should not only kill the moss but should also stimulate grass growth so as to reduce the chance of early reinvasion.

Chemical aids to rose-growing include fertilisers, insecticides, fungicides and weedkillers. Specific rose fertilisers are used by 1½ million gardeners at a total annual cost of £600,000. So, as with lawns, only a relatively small fraction of the potential market is at present being tapped. Yet it is clear that more and more gardeners are turning to speciality fertilisers to help their roses give of their best.

No figures are available on the quantity of insecticides and fungicides which are used on roses. The annual turnover of these two types of garden chemicals is, however, £1,000,000 and £250,000 respectively, and it is believed that much of these are widely used on roses.

In spite of the availability of speciality products, sales of general garden fertiliser continue at a high rate with an annual turnover of about £2,000,000.

Chemical weed control, other than on the lawn, also represents a very big and growing demand. These products are increasingly recognised as giving major reductions in the time and labour spent on keeping weeds in check.

Two quite different types of chemical—simazine and paraquat—are available for this use. Simazine, which is used for path weed control acts through the soil and

is best applied before the weeds appear. It then keeps the treated area generally weed-free for several months. Simazine can also be used for weed control in rose-beds provided that these do not contain other plants.

Paraquat, on the other hand, acts only on green foliage and is inactivated on contact with soil. Consequently it can be applied anywhere in the garden, other than on the lawn, provided that the solution is kept out of contact with the leaves, buds and green stems of cultivated plants.

In spite of the ready availability of modern weedkillers, many gardeners still use sodium chlorate for weed control on paths and on uncultivated areas generally. It is therefore of interest to note that proprietary sodium chlorate products are now available which contain a fire depressant and so greatly reduce the hazards associated with this chemical.

On all counts, the market for garden chemicals is not only active, but is rapidly expanding. These products are sold through a wide range of retail outlets including chemists. Clearly therefore, the retailer and his assistants do not require to have specialist knowledge. Modern packs generally show the uses and limitations of the various products.

In addition, there is increasing emphasis on general-purpose insecticides and fungicides and there is, therefore, no need to identify the causal agent too closely. On the other hand, the areas of usage of fertilisers is often simplified by the availability of specialist products such as lawn and rose fertilisers.

Add to this the ready availability of merchandising material and the wide publicity given to leading national brands and you have a situation where self-selection meets the requirements of most customers.

Our picture shows how a comprehensive retail display of garden products can make its point in a limited area. Attractive packaging adds to the impact



TRADE NEWS

To avoid confusion

Northern Pharmaceuticals Ltd, Galen House, Grattan Road, Bradford 1, state that in order to avoid confusion between their Panagesic tablets and the Paragesic tablets of Messrs Sandoz who hold the registered trade mark for that product, Northern Pharmaceuticals are immediately withdrawing from sale Panagesic tablets NP Brand.

Norolen withdrawn

In view of what they consider to be the doubtful future of presently available hormonal steroids for the control of conception, W. J. Rendell Ltd, Ickleford Manor, Hitchin, Herts, have decided not to proceed with the reformulation of Norolen and the preparation is withdrawn.

Witch Doctor distributors

Biometica Ltd, Barnet By-pass, Boreham Wood, Hertfordshire, have just been appointed sole UK distributors for Witch Doctor witch hazel gel (3s 11d).

New presentation for Placidex



Placidex, the paracetamol syrup for children by E. C. De Witt & Co Ltd, has been revised. The new, slim-shouldered bottle, designed for easier storage, has been re-labelled and packed in an attractive shade of warm pink (a useful reminder of the syrup's pleasant-tasting cherry flavour). The formula remains unchanged, as does the retail price (3s) and the attractive mother and child illustration has been retained on the front of the pack.

New-look Placidex is now available in neat six-pack display outers. (E. C. de Witt & Co Ltd, Seymour Road, London E 10.)

New formula and packaging

Colgate-Palmolive Ltd, are introducing Rapid-shave in a new container, with a new formula and a new fragrance: menthol mint. Palmolive Rapid-shave in an

aerosol pack is designed in cherry red (regular), bright lime (caribbean lime) and lagoony blue (menthol mint). The menthol mint is expected to become extremely popular. Each aerosol contains 200g and the preparation results in a stable cream throughout the life of the can. (Colgate-Palmolive Ltd, 76 Oxford Street, London, W 1.)

New sizes from Faberge

Kiku Cologne is being offered by Faberge in a new handy 2oz spray (22s 6d). The company have also introduced a counter display unit containing twenty-four packs.

Brut lotion has also been given a new mini-see-through size. A replica of the larger container, the new Brut 1½oz pack is in a clear plastic container (27s 6d). Again a new commanding counter display unit has been devised and is available with twenty-four of the mini packs. Brut stick is a handy 2½oz solid deodorant (26s). The pack is a plastic container (Faberge Inc, Ridgeway, Iver, Bucks.)

Information wanted. The Editor would appreciate information on the following: Desa Aquar adhesive dressing.

Bonus offers

Faberge Inc, Ridgeway, Iver, Bucks. Brut stick, 12 invoiced as 11.

Viking Brews Ltd, 28 Clive Street, North Shields, Northumberland. Geordie home brewed beer kits. Extra 5 per cent discount until April 30.

PROMOTIONS

Boost for Breck shampoos

The launch of new Breck shampoo will be supported by national television advertising, using 30-second commercials in colour.

In the first six months it is planned to spend £125,000 which is expected to be more than any other brand. The advertising starts week commencing April 19, with an average 25 spots per television area, and the initial launch campaign runs to week commencing June 13; a follow-up campaign commences September. (Cyanamid of Great Britain Ltd, Breck Dept, Bush House, Aldwych, London WC 2.)

Two trial blades free

As a consumer launch promotion for their "platinum" blades Personna are offering seven blades for the price of five. The two extra blades have been packed separately on to a blister pack, and the consumer is asked to sample the two before opening the other five blades.

If the blades were not satisfactory then Personna offer a money-back guarantee on the five unopened blades. The offer is valid for eight months. (Personna International UK, Wellington House, 6 Upper St Martin's Lane, London WC 2.)



New Minadex point-of-sale display items—a six-pack dispenser (right) and a single pack display—available from Glaxo Laboratories Ltd, Greenford, Middlesex, on request to the company's merchandising officer or sales representatives

Big launch for New Silvikrin

The launch of New Silvikrin hairspray is to be backed by £100,000 of television and Press advertising in the first four months alone, starting on May 25.

Thirty 15-second network spots will be transmitted in two intensive campaigns and over 40 full-colour pages will be inserted in women's magazines. The advertising theme will invite consumers to "pick a daisy, pick a New Silvikrin hairspray."

Coupons will be distributed on a major scale to encourage consumer trial of the new range.

Merchandising materials include: counter display unit, shelf allocator tray, dump bin and headboard and price tickets. (Beecham Toiletry Division, Beecham House, Brentford, Middlesex.)

Consumer offers

☐ Golden Babe are giving purchasers the opportunity of having a favourite snapshot of their children enlarged to poster size (20 x 30in) for 18s 11d plus proof of purchase. The offer lasts until April 26 and is flashed on all napkin packs. (Lilia-White [Sales] Ltd, Charford Mills, Birmingham 8.)

ON TV NEXT WEEK

Ln = London; M = Midlands; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Askit: Sc, B., G

Aspro Soluble: All except U, We, E, CI
Beecham powders + Hot Lemon: Ln, So, A

Buttercup syrup: Lc, Y

Dentu-Creme: Ln, M, Lc, Y, WW, So, A, NE

Disprin: Y, Sc, B

Gerber baby food: All except E, CI

Marigold: Ln, A, So, We, WW

Steradent: All except WW, NE, E, CI

Venos: B

Ask your Chemist for Carresin says the Nurse

But will he have it? asks Dr Crowther

With fourteen letters in the morning post all saying "My chemist has no Carresin" Sales Director Ken Rivers was feeling desperate. Every chemist in the country has been told about Carresin — every wholesaler given details. Nurses and Health Visitors are giving the new mother excellent working samples and telling them to "get it from your Chemist".



* He carefully chose an antique Dutch flintlock made by Leonard Graeff and having silver mounted ivory stocks, terminating in a silver helmet.

Carresin is a "chemists only" line — and here is the only sales channel blocked. In despair Ken reached for his gun* "Stop Ken!" we cried. "Tell the chemists once more about Carresin". Looking the pharmaceutical profession keenly in the eye Ken said "We don't want you to order a couple of gross of Carresin—but please put three bottles on your shelves from the wholesaler!"

New mothers WANT Carresin for use at nappy change—to control bowel bacteria on the skin (those which cause gastro-enteritis) to prevent nappy rash, to remove bowel soil. Don't you feel that you owe it to your customers—the new mothers—to have Carresin when they ask for it?



By Appointment to Her Majesty the Queen
Manufacturers of Dairy Cleansers
Hadleigh-Crowther Limited
Caversham Laboratories, Reading RG4 0AG

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Skin health cream

New Elle skin health cream (3s 6d) is specially formulated to relieve pruritus vulva. It is an antiseptic, anaesthetic cream with an effective anti-pruritic action that relieves the irritation, helps prevent the spread of infection, and when used in conjunction with Elle sachets gives double sure deodorant protection. One application should give prolonged relief from irritation.

Elle skin health cream is neatly packaged in a small lavender, pink and white polythene tube. (Anestan Ltd, Rankine Road, Daneshill Estate, Basingstoke, Hants.)

Cosmetics and toiletries

A challenge for brand leadership

A new formulation based on soap as distinct from detergents used for other brands of shampoo is the feature of new Breck shampoo.

There are three types for dry, normal and oily hair. The company claims that the shampoo "cleans without overcleaning, leaves the right amount of natural oils in the hair, making it more manageable".

Packs are sachet (10d); standard, 70cc bottle (3s 3d) and 120cc bottle (4s 11d).

Besides carrying out extensive research on formulation the company also investigated pack potentials and finally found an overwhelming preference for a plastic container with twist-off—press-on caps.

The bottles finally adopted are of shatterproof clear PVC with a black plastic twist-off—snap-down cap and a neat label that maintains a link with previous Breck products.

The company aim to achieve brand leadership within a relatively short period. (Cyanamid of Great Britain, Ltd, Breck Department, Bush House, Aldwych, London WC 2.)

Odorono launches 1970 range

From Odorono comes a new redesigned and reformulated range of deodorants and anti-perspirants comprising three deodorant sticks, two anti-perspirant deodorant



roll-ons and Dri Mist "time release" aerosol anti-perspirant deodorant. A new anti-odour bacteriostat, exclusive to Odorono, trichlorophenoxy phenol (TPP) is used to inhibit the growth of underarm bacteria including the Gram-negative organisms.

The deodorant stick is offered in two fragrances—Sport or Charme (3s 9d). There is also an unperfumed stick (3s 6d). The roll-on anti-perspirant deodorant is also available with Sport or Charme fragrances (5s 11d). The Dri Mist time release aerosol is in a container of 120g (7s 11d). (Chesebrough-Ponds Ltd, Victoria Road, London NW 10.)

Suntan follow-up

To counteract any excessive dryness following suntan, Floris have come up with *Creme de Lys*, a soft cream liquid that is designed to put back into the skin the necessary moisture. *Creme de Lys* is available in lightweight plastic bottles (13s) or large presentation bottles (25s 6d). (J. Floris Ltd, 89 Jermyn Street, London SW 1.)

Colour explosion and a new range

Gala's new nail colours, the Vibrants are described as "pulsating and vibrating." The Vibrants come in gem size bottles. The Vibrant pearls (4s 11d), Raspberry Shake, Iced Candy, Peach Zing and Red Fling. There are two Vibrant plains (3s 9d) Spliced Peach and Plain Pink.



Gala have also introduced a series of skin preparations for those with "delicate and demanding skins." Known as The Specialities the range includes: Night Life (15s 9d) a light and absorbent night cream. Pure Moisture (15s 9d) is light and transparent for use under make-up to protect against dryness. Wash Off (13s 9d) has been devised because some women prefer to cleanse with soap and water, yet don't like the tautness and dryness left by soaps. Wash Off lathers on the face and just washes off with warm water, leaving the skin really clean and feeling invigorated. (Myram Picker Ltd, Hook Rise, Kingston-By-Pass, Surbiton, Surrey.)

Horticultural

PBI's new trouble-shooter

PBI's new introduction, the Topgard gun (3s 6d), is a self-contained dusting unit carrying a mixture of insecticides and fungicides, plus a pale green colourant to help prevent unsightly deposits. The mixture includes malathion, to control a wide range of insect pests, derris to give extra killing power, sulphur, for protection against powdery mildews, and dithane (zineb) to protect against downy mildews and rusts. The gun will safely protect house plants, flowers (apart from clematis) and vegetables.

The Topgard gun is meant for the "ordinary gardener who doesn't want a shedful of specific remedies," or who has difficulty in identifying pests. It has an attractive multicoloured carton. The guns are issued in standard packs of 12. (Pan Britannica Industries Ltd, Britannica House, Waltham Cross, Herts.)

Sundries

Personna Platinum

Personna International (UK), announce the national launch of Personna Platinum, a new "longer-life" razor blade. Following intensive testing and research by Personna's advertising agency Gerald Green & Associates, Personna Platinum has been launched with a newly designed dispenser pack of 5 blades (4s 4d). Pack colours are red, silver and white. (Personna International (UK), division of Philip Morris & Co Ltd, 6 Upper St Martin's Lane, London WC 2.)



In these treacherous months When colds and influenza are prevalent

An antipyretic analgesic of combined potency and safety is of inestimable value in combating the common cold, influenza and their associated pains and discomforts.

The synergistic action of ANADIN Tablets, a combination of four medically proven drugs in small but adequate amounts provides maximum therapeutic efficiency, safety and rapid relief.

ANADIN is also indicated in headaches, neuralgia, rheumatism, dysmenorrhoea and is invaluable for pain following tooth extraction.



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ANADIN

to your customers

Available:

In packs of 4, 20, 50
and 100 tablets

Formula: each tablet contains

Aspirin 325 mg, Salicylamide 65 mg,
Caffeine 14.8 mg, Quinine Sulphate 1.0 mg

INTERNATIONAL CHEMICAL CO., LTD.

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PRESCRIPTION SPECIALITIES

MATTHODORM tablets

Manufacturer Matthews & Wilson, Larkhall Laboratories, Moulinere House, Putney Bridge Road, London SW 15

Description White, flat-faced tablets, named on one side, each containing 250 mg of methaqualone and 25 mg of diphenhydramine hydrochloride

Indications All forms of sleeplessness

Contraindication Liver malfunction, epilepsy, clampsia

Dosage One tablet on retiring to bed (adults only)

Precautions Should not be administered following alcohol ingestion.

Packs Bulk pack of 1,000 (150s trade, exempt tax)

Supply restrictions P.I., S.4B

Issued March 1970

THEOGRAD tablets

Manufacturer Abbott Laboratories Ltd, Queenborough, Kent

Description White Filmtabs (film coated tablets) each bearing the logo Abbott "A" and containing 350 mg of theophylline in a controlled-release base. Formulated to ensure that the bulk of the drug will be released in the small intestine, in solution ready for immediate absorption.

Indications Relief of bronchospasm in chronic bronchitis and bronchial asthma

Dosage Initial dose of two tablets followed by one tablet at approximately 12-hour intervals

Notes If administration is interrupted for any reason, it is essential that treatment should be recommenced with the two tablet loading dose

Side effects As with all theophylline preparations, some patients may experience gastrointestinal side effects. However, the incidence has been reduced to a minimum by the Gradumet controlled-release mechanism

Packs Bottles of 100 (25s) and 500 (120s. (exempt tax)

Issued March 1970

COMING EVENTS

Sunday March 15

Lancaster, Morecambe and Westmorland Branch, Pharmaceutical Society, Postgraduate Medical Centre, Ashton Road, Lancaster, at 10 am. Symposium on "Dermatology."

Monday March 16

Linfield Chemists' Association, Postgraduate Medical Centre, Chase Farm Hospital at 4.45 pm. Mr B. H. Helal on "The use of silicones in orthopaedic surgery."

Rhyl Branch, National Pharmaceutical Union, Postgraduate Medical Centre, Royal Alexander Hospital, Rhyl, at 8 pm. Mr D. H. Maddock on "NPU activities and services."

Society of Chemical Industry, 14 Belgrave Square, London, W.1. Dr J. K. Eaton on "Recent advances in pesticide formulation."

Tuesday March 17

Coventry and Warwickshire Branch, Pharmaceutical Society, Postgraduate Medical Centre, at 8 pm. Talk on "Problems of poisoning and legislation."

Dudley Stourbridge Branch, Pharmaceutical Society, Bell Hotel, Stourbridge, at 7.30 pm. Dinner meeting, speaker, Mr J. C. Bloomfield.

Retail Alliance, College of Commerce, Dundee, at 7.30 pm. Decimalisation meeting.

Durham County Branch, Pharmaceutical Society, Three Tuns Hotel, Durham City, at 8 pm. Speaker, Mr J. P. Bannerman (a member of Council).

East Metropolitan Branch, Pharmaceutical Society, Burroughs Wellcome Building, 183 Euston Road, London NW 1, at 7.30 pm. Joint meeting with Guild of Public Pharmacists.

Epsom and Sutton Branch, Pharmaceutical Society, St Helier Hospital, Carshalton, at 8 pm. Dr J. B. Morwood on "The work of the public health department."

Isle of Thanet Branch, Pharmaceutical Society, Endcliffe Hotel, Cliftonville, at 7.45 pm. Annual general meeting.

Liverpool Branch, Guild of Public Pharmacists, Royal Institution (University of Liverpool), Colquitt Street, Liverpool 1. Speaker Mr P. Tunnicliffe.

Retail Alliance, Gosforth Park Hotel, High Gosforth Park, Newcastle upon Tyne; at 7.30 pm. Decimalisation meeting.

Plymouth Branch, Pharmaceutical Society, Board Room, Greenbank Hospital, at 8 pm. Brains Trust: "Into the '70s."

Photo Show '70, New Century Hall, Corporation Street, Manchester 4. Until March 19.

Retail Alliance, Stoke Hotel, Guildford, at 7.30 pm. Decimalisation meeting.

West Middlesex Branch, Pharmaceutical Society, Park Hotel, Greenford Avenue, Hanwell, London W 7, at 8 pm. Mr G. J. Higgon, on "The Work of the School for the Physically Handicapped."

West Kent Branch, Pharmaceutical Society, Broadstairs Hotel, Chislehurst, Kent, at 8 pm. "Hospital Administration."

Wednesday March 18

Ipswich and Suffolk Branch, Pharmaceutical Society, Postgraduate Medical Centre, Anglesea Road, Ipswich, at 7.45 pm. Dr Pamela Wray on "Present day aspects in VD."

Liverpool Branch, Pharmaceutical Society, The Adelphi Hotel, Liverpool, at 7 pm. Annual dinner and dance.

Mansfield Branch, Pharmaceutical Society, Masonic Hall, Nottingham Road, Mansfield, at 7.30 pm. Annual dinner and dance.

Retail Alliance, College of Commerce, Aberdeen, at 7.30 pm. Decimalisation meeting.

Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 8 pm. Dr Hugh and Mrs Murtle Simpson on "The Daily Telegraph North Pole expedition, 1969."

South Lincolnshire Branch, Pharmaceutical Society, Westland Hall, General Hospital, Boston, at 7.30 pm. Taped lecture and film from the Society.

Thursday March 19

Ayrshire Branch, Pharmaceutical Society, Savoy Park Hotel, Ayr, at 7.30 pm. Ladies' night demonstration by Clairol hair preparations.

Bedfordshire Branch, Pharmaceutical Society, The Chequers Hotel, Pulloxhill, at 8 pm. Mr F. F. Waddy on "Modern anaesthesia and new drugs."

Birkenhead Branch, Pharmaceutical Society, Railway Hotel, Meols, Wirral, at 8 pm. Mrs K. Keenan, JP, on "British Heart Foundation."

Blackpool Branch, Pharmaceutical Society, Imperial Hotel, Blackpool, at 7.45 pm. Members' travel meeting.

Lanarkshire Branch, Pharmaceutical Society, Teachers' Training College, Hamilton, at 7.45 pm. Representative of A. C. Neilson Ltd, on "Modern merchandising methods applied to retail pharmacy."

Leeds Branch, National Pharmaceutical Union, Golden Lion Hotel, Leeds, at 8 pm. Mr D. Royce (a member of the Executive) on "Into the Seventies at Mallinson House."

Reigate and Redhill Branch, National Pharmaceutical Union, Methodist Church Schoolroom, High Street, Reigate, at 8 pm. Mr D. J. S. Morgan on "National Health Service Remuneration."

Retail Alliance, The Stuart Hall, Norwich, at 7.30 pm. Decimalisation meeting.

Thames Valley Pharmacists' Association, Winthrop House, Surbiton, at 8 pm. Mr E. J. Downing on "Decimalisation."

Western London Pharmacists Association, Connaught Rooms, Great Queen Street, London, WC 2, at 7 pm. Annual dinner and dance.

Friday March 20

Anglia Region, Pharmaceutical Society, School of Pharmacy, Brunswick Square, London, WC 1, at 8 pm. Dr I. H. M. Main on "Recent developments in drugs used in gastrointestinal diseases."

Bristol Branch, Pharmaceutical Society, Dyrham Lodge, 16 Clifton Park, Bristol, at 7.30 pm. Dr Janice Swallow on "Ship surgeon comes ashore."

Cheltenham Branch, Pharmaceutical Society, Plough Hotel, High Street, Cheltenham, at 7.30 pm. Annual dinner.

Fife Branch, Pharmaceutical Society, Golden Acorn Hotel, Glenrothes, at 8 pm. Informal dance.

Courses and conferences

Sherwood Region, Pharmaceutical Society, Nottingham University, at 10 am on April 5. First regional symposium, "Whither Pharmacy?" Morning: "Education of Pharmacists and the development of hospital and industrial pharmacy." Speakers: Professor M. W. Partridge (head of department of pharmacy, University of Nottingham), Mr N. Herdman, director, Pharmitalia (UK) Ltd and Mr. E. J. Fitchett, chief pharmacist, Leicester Royal Infirmary. Afternoon: "Possible developments in the practice of pharmacy in the 1970's." Speakers: Mr J. R. Phillips (general practice), Mr J. M. T. Ross (chief pharmacy superintendent, Boots Ltd) and Mr J. Wright (secretary and manager, NPU group). Tickets (25s each, students 10s) from Mr B. B. Turner, 229 Messingham Road, Scunthorpe, Lincs, by March 16.

Contemporary themes

Antibiotics alter methotrexate metabolism and excretion *Science*, November 14 1969, p 887.

Anti-Parkinsonian drugs. Inhibition of dopamine uptake in the corpus striatum as a possible mechanism of action. *Science*, November 14 1969, p 899.

Sterility testing of pharmaceuticals. *Journal of Pharmaceutical Sciences*, November 1969, p 1301.

New chemical birth-control agents. Prognosis for the development of. *Science*, October 24, 1969, p 468.

Cardiac sympathetic nerve activity—changes induced by ouabain and propranolol. *Science*, October 24, 1969 p 508.

Using systemic fungicides *New Scientist*, December 11, 1969, p 551.

Potential nematocidal compounds. A new technique for rapid screening of. *Indian Journal of Pharmacy*, September-October 1969, p 132.

Simulated car driving Effect of β -adrenergic blockade [with alprenolol] and alcohol on. *Nature*, December 20 1969, p 1175.

Oxyclozanide. Efficacy of, in heavy cattle. *Veterinary Record*, December 20, 1969, p 705.

Depot tetracosactrin and corticotrophin gel. Comparison of. *British Medical Journal*, December 20, 1969, p 720.

Impomoea seed known as Kaladana in Pakistan, Alkaloids of an. *Nature*, February 14, 1970, p. 663.

Bradykinin structure. Correlation of, with ability to increase vascular permeability. *Nature*, February 7, 1970 p. 547.



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Super beechwood sandals with hard-wearing micro-cellular soles, leather or suede straps. Made in a variety of styles, heel heights and strap colours.

Attractively packaged for eye-catching shelf or counter display with free point of sale material.

Mobbssmiller exercise sandals retail in the 35/11 to 49/11 price range*

Mobbssmiller exercise sandals are designed and made in Britain. That means there are no problems with instock and delivery service.

Make no mistake—the quality is second to none. But they cost less, to you and to your customers.

National advertising to support your sales will appear April-July in Annabel, Flair, Honey, My Weekly, She and Mother. You can still take advantage of Mobbssmiller's quantity discount scheme—and there are special introductory offers: your local Agent will give you full information.

*Not applicable to Northern Ireland.

For further details contact:

T. J. Freer, Director, Sandals Division.

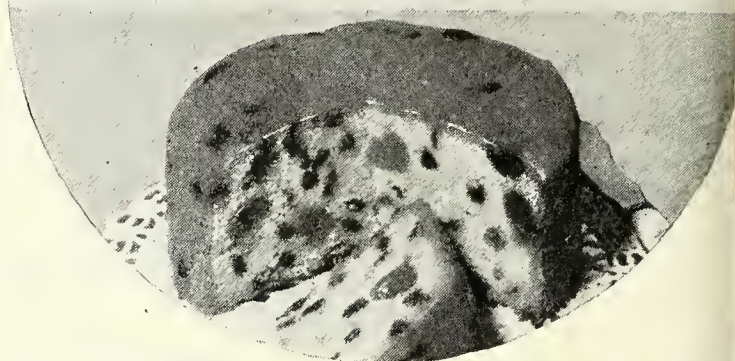
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RITE-DIET **fruit cake** **for diabetics**

APPROVED BY THE BRITISH DIABETIC ASSOCIATION



Carbohydrate	7.8 grams per oz.
Fat	6.3 grams per oz.
Protein	3.2 grams per oz.
Sorbitol	2.6 grams per oz.
Calories	110 per oz.

Baked and sealed under vacuum in a can to retain freshness and flavour so good EVERYONE WILL ENJOY IT—and yet the carbohydrate has been reduced by half as compared with a conventional cake of similar type

NET WEIGHT 14oz (396g)

Recommended retail price **8/4d**

** As advertised regularly in BALANCE the journal of the British Diabetic Association*

From your wholesaler, or in case of difficulty contact:

WELFARE FOODS (Stockport) LTD

63/65 Higher Hillgate, Stockport, Cheshire.
Telephone: 061-480 9408

Also available:

RITE-DIET Gluten Free canned bread, biscuits and flour mix—prescribable for gluten sensitive enteropathies.

RITE-DIET Protein Free canned bread (with or without salt) and flour mix—prescribable for renal failure and phenylketonuria.

MARKET NEWS

Ginger on offer but little interest

After an absence of some weeks Jamaican ginger No. 2 came on offer at 1050s per cwt and, despite little interest being shown the price advanced to 1100s per cwt during the week. Nigerian peeled ginger declined 50s to 650s per cwt on the spot but no shipment was offered. Cochin ginger for shipment rose from 660 to 80s per cwt. No Zanzibar chillies were available on the spot.

During an otherwise quiet week in the markets prices, where changed, tended to harden. Many crude drugs continued scarce. As the winter lemon crop comes to an end, price of the peel advanced from 9d in both positions to 3s 9d nominal on the spot; 3s 6d cif.

Both Chinese and Brazilian menthol remained firm, spot Chinese ex Continent advancing 1s 6d per lb to 59s. Brazilian prices increased to 32s 3d per lb spot, 3s 6d cif.

Among seeds, Chinese star anise rose 6d to 175s per cwt and Spanish green rose a like amount to 255s per cwt. Moroccan coriander was offered for shipment at 91s per cwt. Iranian and Chinese min eased slightly to 167s 6d each per cwt, duty paid.

Zanzibar clove stem oil, reported almost obtainable last week was not on offer and Madagascar leaf oil rose by 1s to 15s per lb. Chinese peppermint oil was nominal on the spot, oil for shipment rose 6d per lb to 15s. Brazilian oil on the spot and for shipment rose by 3d and 6d respectively to 15s and 14s 9d per lb.

Pharmaceutical chemicals

Salicylate: 28s kg for 250-kg lots.
Barium salts: (1-cwt lots) carbonate 5s 9d lb; chloride granular 10s 1d; powder 10s 3d; hydroxide 10s 1d.
Mercury salts: Per kg in 50-kg lots and over:—mercuric iodide 154s; perchloride 132s; mercuric chloride 158s; oxides, yellow 164s; and red 164s; iodide (5-kg lots), 126s.
Acetaminol: 21s 10d kg for 1,000-kg lots.
Salicylate: 21s 2d kg for 250-kg lots.

Crude Drugs*

Anise: *Napellus*: 12s 3d lb, cif.
Cardamom: Koba No. 1, 18s 6d lb, cif; European 16s.
Peppermint: (cwt) Cape primes 305s Curacao 695s.
Guaiacum: (Per lb) Canada: 33s 6d. Copaiba: 10s 6d.
Guaiacum: Peru: 14s 9d spot; 14s 6d, cif. Tolu: BP 14s 9d as imported 41s 6d cif.
Madonna: Leaves 3s 5d lb spot, 3s 3d, cif; herb 2s 10d, cif; root 1s 10d spot; 1s 9d, cif.
Peppermint: Spot £36 to £47 per cwt.
Peppermint: Spot 24s lb; shipment from 23s, cif.
Peppermint: BP powder 37s 6d kg; 28s, cif, offers 28s.
Peppermint: Spot nominal; 130s cwt, cif.
Peppermint: 410s cwt; shipment 390s, cif.
Peppermint: Guatemalan greens 45s lb duty paid.
Peppermint: Guatemalan for shipment, 24s, cif, net shipping weights.
Peppermint: Alleppy seed 62s 6d, cif.

Cassia: *Lignea*, broken 480s, cwt duty paid.
Cherry bark: Thin natural 3s spot and cif.
Chillies: Mombasa 270s cwt; 230s, cif. Zanzibar not available spot.
Cloves: Zanzibar standard 15s 11d lb, cif.
Cinnamon: Seychelles bark 270s cwt spot; 260s cif; Ceylon quills (cif) four O's 6s 9d lb, two O's 6s 5d; seconds 5s 2d, quillings 4s 6d.
Cocillana: Bark 3s 10d lb spot.
Peruvian silver grey: 36s 6d, spot; 35s, cif.
Cochineal: (Per lb). Canary Isles prices nominal.
Peruvian: 40s lb. spot; 38s 6d, cif.
Colocynth pulp: Spot 4s 6d lb; 4s 3d, cif.
Cubebs: Spot quoted at 285s cwt.
Dandelion: Root 5s lb spot; 4s 9d, cif.
Ergot: (lb) Spanish 10s 6d; 10s, cif.
Gentian: Spot 440s; 425s cwt, cif.
Ginger: (cwt) Nigerian peeled 650s; shipment not offered; split 425s; 360s, cif. Cochin 680s; cif. Sierra Leone 620s spot and cif. Jamaican No. 2 1100s.
Gums: (Per cwt) *Acacia*: Kordofan cleaned sorts 280s spot; 268s, cif. *Karaya*: No. 2 f.a.q. 440s; 420s, cif. *Tragacanth*: No. 1 spot £300, No. 2 £275.
Honey: (Per cwt ex store). Australian light amber 150s, medium amber 142s 6d, Argentinian 145s, Canadian 220s, Mexican 150s, Chinese 132s 6d.
Hydrastis: 31s lb spot; 30s, cif.
Hyoscyamus: *Niger* 2s 5d lb Feb delivery.
Ipecacuanha: (per lb)—Costa Rican 66s spot; 52s forward, nominal.
Jalap: Brazilian 2s 3d lb spot; 1s 11d, cif. Mexican (15%) 7s 9d, cif.
Kola nuts: Halves spot 10d lb; 8d, cif.
Lanolin: (1-ton lots) Anhydrous BP 5s 5d to 6s 0 3d kg as to grade, delivered. Cosmetic grade 6s 5d.
Lemon peel: 3s 9d spot, nominal; 3s 6d cif.
Liquorice: (cwt) Chinese root afloat 85s, cif. Anatolian block 290s, nominal; spray-dried powder 3s 9d lb delivered.
Lobelia: (lb) Dutch, 4s 8d, spot, 4s 4d, cif; American 9s 9d, cif.
Lycopodium: Indian 65s. lb spot.
Mace: Grenada pale blade 9s, cif.
Menthol: (lb) Chinese ex Continent, 59s spot; 57s 6d, cif; Brazilian 32s 3d spot; 31s 6d cif.
Mercury: Spot £212 per flask of 76 lb.
Mustard: English 50s to 90s as to quality.
Nutmegs: (Per lb, cif). Grenada 80s 6s 4d; 110s 5s 10d; unassorted 4s 10d; defectives 4s 4d; Sound assorted 4s 10d.
Nux Vomica: Ceylon 80s cwt, cif.
Orris root: Up to 600s per cwt, c & f.
Pepper: Sarawak white 4s 6d lb spot; 4s cif. Black 3s 6d spot; 3s cif.
Podophyllum: *Emodi* 360s cwt spot; 322s, cif.
Pimento: 770s cwt, cif, delivered weights.
Quillaia: Spot 375s cwt; 345s, cif.
Rhubarb: 10s to 25s lb as to grade.
Saffron: Mancha superior 575s per lb.
Sarsaparilla: Spot 5s 6d lb, shipment 5s 4d, cif.
Seeds: (Per cwt) *Anise*: Chinese star unselected 175s, Spanish green 255s both duty paid. *Caraway*: Dutch 175s. *Celery*: Spot not offered; Indian new crop July-August 490s, cif. *Coriander*: Moroccan 95s spot; shipment 91s cif. *Cumin*: Chinese 165s; Iranian 167s 6d, both duty paid. *Dill*: Chinese 125s duty paid; shipment 92s 6d, cif (50-kg). *Fennel*: Chinese 115s duty paid, shipment 97s 6d cif (50-kg). *Fenugreek*: Moroccan 74s and 62s, cif. *Senega*: Canadian 27s 6d; shipment 27s, cif. lb; Japanese 20s in bond; 18s, cif.
Senna: (lb) Tinnevely; No. 3 f.a.q. leaves 1s 4d; pods; hand picked 2s 2d; manufacturing 1s 8d. Alexandria hand-picked pods scarce at 7s to 9s; manufacturing 2s 3d.
Squill: White 270s cwt spot.
Styrax: Spot 23s lb; 22s 6d, cif.
Tonquin beans: Para 7s 3d lb spot, 6s 9d, cif.
Turmeric: (cwt) Madras finger 340s spot; shipment (March-April) 230s, cif.
Valerian: Continental 340s cwt; 320s, cif. Indian 300s spot; 290s, cif.
Waxes: (cwt) Bees' nominal. *Candelilla* 550s spot, 540s, cif. *Carnauba* fatty-grey 350s spot; prime yellow 500s.
Witch hazel leaves: 5s lb spot; 4s 10d, cif.

Essential and expressed Oils*

Citronella: Ceylon 6s 9d per lb spot; 6s 3d, cif. Chinese 7s 6d spot and shipment.
Clove: (lb) Madagascar leaf 11s 3d in bond; 11s cif. English distilled bud £16 kg.
Lemongrass: Spot 70s kg; 62s, cif.
Peppermint: (lb) *Arvensis*. Chinese spot nominal; 15s, cif. Brazilian spot 15s; April May Shipment 14s 9d, cif. American *Piperita* 35s 6d to 40s cif.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

TRADE MARKS

Applications advertised before registration
'Trade Marks Journal' February 25
No. 4774

Quant, 894,674, by Mary Quant Cosmetics Ltd, Surbiton, Surrey. For non-medicated toilet preparations; cosmetic preparations, soaps, perfumes, preparations for cleaning the teeth, preparations for the hair and toilet articles (3)

Milgard, 927,723, by Richardson-Merrell Ltd, London W1. For non-medicated toilet preparations; cosmetic preparations; and soaps (3).

Madeleine de Rauch, B931,295, by Parfums Madeleine de Rauch, Asnieres (Hauts-de-Seine), France. For perfumes, eau de Cologne, non-medicated toilet preparations, cosmetics, preparations for the hair, dentifrices, perfumed soap and toilet articles (3)

Realas, 932,778, by Pearmoss Ltd, London W1. For soaps, perfumes, perfumed non-medicated toilet preparations, essential oils, cosmetics, hair lotions, dentifrices, and false eyelashes and false eyebrows, all being toilet articles (3)

Head & Shoulders (device), 933,218, by Procter & Gamble Ltd, Gosforth, Newcastle upon Tyne. For shampoos (3)

Wella Color-Set, 933,520, by Wella (Gt. Britain) Ltd, Basingstoke, Hants. For preparations for colouring and setting the hair (3)

Romney Prevent, B934,322, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne, toilet waters; perfumed articles and toilet articles; soaps; non-medicated toilet preparations, essential oils, cosmetic preparations, dentifrices, preparations for cleaning the teeth, preparations for the hair, depilatory preparations; and non-medicated preparations for application to the skin when exposed to the sun (3)

Erasmic Face Saving Lotion, 935,364, by Unilever Ltd, Birkenhead, Ches. For shaving and toilet lotions, all for facial application (3)

20 HP (device), 936,946, by Kozmetika, Narodny Podnik, Bratislava, Czechoslovakia. For soaps, perfumes, non-medicated toilet preparations, essential oils, cosmetics, preparations for the hair, and dentifrices (3)

Lorexane, 937,813, by Imperial Chemical Industries Ltd, London SW1. For preparations for the hair and non-medicated preparations for the scalp (3)

Fore (device), B938,516, by Bellair Cosmetics Ltd, Winsford, Ches. For non-medicated toilet preparations; cosmetics, soaps, shampoos, perfumes, essential oils, dentifrices, preparations for cleaning false teeth, preparations for the hair, non-medicated preparations for the scalp (3)

Abascus, 939,048, by Yardley & Co Ltd, London W1. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

Macrofantin, 930,768, by Norwich Pharmacal Co, Norwich, NY, USA. For pharmaceutical preparations (5)

Droncit, 931,846, by Farbenfabriken Bayer AG, Leverkusen, Germany. For pharmaceutical and veterinary preparations (5)

Anthrogon, 932,619, by Veb Arzneimittelfabrik Dresden, Radebeul, Germany. **Histaplix**, 940,303, by Norma Chemicals Ltd, London NW3. For pharmaceutical preparations and substances (5)

Pearls of Sonnet, 937,091, by Studio Cosmetics Ltd, Havant, Hants. For deodorants (5)

Lemonese, B938,247, by Boots Pure Drug Co Ltd, Nottingham. For pharmaceutical preparations and substances, all containing lemon and all for use in the treatment of colds (5)

Dormouse, 938,573, by R.P. Drugs Ltd, Leeds. For sedatives, soporifics and tranquilizers (5)

Clinikit, B938,599, by Enford Optical Co Ltd, London WC2. For solutions for wetting contact lenses before fitting them to the eyes (5)

Stimovul, 939,808, by Organon Laboratories Ltd, Morden, Surrey. For medicines and pharmaceutical preparations, all for human and veterinary use as ovulation inducers (5)

Skels Cooledrop, B941,109, by Smith Kendon Ltd, London SE1. For medicated hard-boiled sugar-free confectionery in the nature of drops (5)



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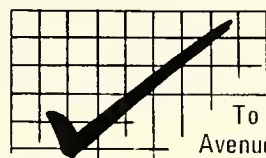


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COMMITTEE****Bury General Hospital**

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Applications, together with the names of two referees, should be sent to the Group Secretary, Bury General Hospital, Walmersley Road, Bury, Lancashire, BL9 6PG.

**Royal Cornwall Hospital
(Treliske)****PHARMACY TECHNICIAN I**

Interesting work in a pleasant well equipped department. Post at present vacant.

Pharmacy Technician I £650-£901 per annum.

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Take charge of Quality Control Laboratory. Main duties relate to Quality Control of tablets, surgical dressings, haemodialysis fluids and other solutions. Modern well equipped laboratory in Category V Teaching Hospital. Excellent opportunity for gaining wide experience in hospital pharmacy. Commencing salary £1,220 on scale rising by annual increments to £1,520. Apply for full details to Personnel Officer.

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(CATEGORY V)**

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G. A. SMITH

Secretary to the Committee

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Wellhouse Lane, Barnet, Herts.

Pharmacy Technician I

required for modern Group Pharmacy. Whitley Council salary. Apply to Group Pharmacist.

ST. ALBANS CITY HOSPITAL**Pharmacy Technician**

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Telephone 52211.

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Pharmacist**

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